



**Title of Job: VP Real Estate Development**

**LOCATION:** National

**Posted:** August 2011

**SUMMARY:**

The VP Real Estate Development has direct responsibility for all real estate market planning, analysis, site approval and in some cases acquisitions, depositions or lease (re) negotiations. This person is responsible for attaining the new site goals for all new corporate and franchisee units within the system. A core objective involves improving both corporate RE development systems and processes, as well as enhancing the franchisee experience by optimizing systems and processes for new site development and the existing real estate portfolio. This person is accountable for the approval of real estate activities for all brand prototypical models nationally.

**RESPONSIBILITIES:**

Approves and analyzes information on the potential of the market and each site location for company brands. Collaborates with the franchisee community to create, maintain and update development plans. Ensures that corporate vision adequately balances the existing franchisee base and incorporates the future development activities for all related brands. Develops and maintains national real estate brokerage relationships to strategically focus, prioritize actions, and maximize market potential for sites selected. Ensures that developing the database and supporting tools are accurate and current. Improves existing asset base by managing and ensuring resolution of property issues (e.g., pursues issues on behalf of company and assists the franchise community as requested in areas related to common area maintenance disputes, tax appeals, condemnations, excess property, easements) Analyzes and makes recommendations for underperforming real estate assets (e.g., closing, lease re-negotiations)

**REQUIREMENTS:**

Must have 8-10 years of comparable experience on a national basis, as well as having demonstrated advanced real-estate knowledge and experience including negotiation skills, real-estate finance, and law. Demonstrates intermediate knowledge of Microsoft Office applications to create documents, deliver presentations, and analyze data. Has depth and breadth of experience in own discipline and possibly other disciplines. Works independently, with direction only on the most complex tasks. Acts as a key contributor in area of large scope or impact; may have significant and/or global scope/impact.

**EDUCATION:**

Bachelor's degree preferred.

**SALARY & BENEFITS:** A competitive Salary and Bonus will be commensurate with experience. Full medical and dental insurance, life insurance, STD and LTD insurance, 401K, vacation, holiday and sick pay.

***For position requirements and specifications please contact:***

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*Wray Executive Search shall provide equal employment opportunity to all qualified candidates, and will refer candidates without regard to race, color, religion, national origin, sex, age, disability, veteran candidates without regard to race, color, religion, national origin, sex, age, disability, veteran status or any other legally protected basis. Wray Executive Search shall comply with all applicable laws, rules and regulations in the performance of duties pursuant to this Agreement, including but not limited to, Title VII of the Civil Rights Act, the Age Discrimination in Employment Act, the Americans with Disabilities Act, and state and local anti-discrimination laws to the extent applicable.*