



Title of Job: Director Franchise Sales

LOCATION: Northeast/Mid-Atlantic

Posted: 2/1/07

SUMMARY: Business Development type position. This hands-on selling position within a growing segment of a large corporation offers huge growth potential and earnings capabilities. If you have experience selling quick service/ fast casual restaurant franchises, knowledge of franchise systems & laws, this position is for you. We sell to single or multi-unit operators from a portfolio of offerings including two industry "Hot Concept" winners.

RESPONSIBILITIES: The position is based outside of Philadelphia. Some flexibility in location may be available for other major metro areas in the Mid-Atlantic to New England. We offer a competitive base salary, excellent commission structure & comprehensive benefits package. Relocation assistance or sign on bonus also available.

Job Description: Seeking independent, self-starter for Director Sales responsible for the development of new and potential accounts within the assigned geographic area. Develops and implements short- and long-range sales strategies. Develops, implements and achieves targeted new sales goals by orchestration of the sales process including prospect identification, prospect qualification, organization survey and execution, proposal development, proposal delivery and contract negotiation.

REQUIREMENTS: Basic Management/Supervisory Experience
At least 2 years sales or industry-related work experience

EDUCATION: Bachelor's Degree

SALARY: \$100k-120k base with substantive bonus potential + + + +

Consultant: Bob Gershberg

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Dick Wray 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. Dick Wray 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.