



**Title of Job: Director Real Estate and Store Opening**

**LOCATION:** Eastern PA

**Posted:** April 07

**SUMMARY:** Accountable to execute the expansion strategy and guide new franchisees through the store opening process to ensure that locations and leases are approved and that stores are built to Company standards and open on a timely manner. The ideal candidate must possess knowledge of and experience in site selection and analysis, understanding of franchise systems, negotiating leases. This candidate's knowledge will encompass restaurant construction and design, and ability to handle multiple construction projects.

**RESPONSIBILITIES:**

Accountable to ensure that suitable locations are identified and secured by franchisees. Stores are built out to Company standards.

Stores open in a timely manner.

- Partner with franchisee's in a proactive manner in site selection of new locations that meet COMPANY site criteria. Actively ascertain the level of support each Franchisee desires.
- Provide guidance to franchisees regarding the site characteristics that meet COMPANY site criteria and in identifying and choosing among multiple location options.
- Help to resolve problems and concerns regarding identified sites, potential sites, and various market conditions. Communicate key deal terms and potential risks to senior company management and to Franchisees.
- Provide assistance to Franchisees, to the extent appropriate in a franchisor/franchisee relationship, in coordinating and facilitating the negotiation and closing of real estate transactions.
- Facilitate the process of assembling and submitting site packages for real estate team review. Provide demographics, traffic counts, and other indicators references for franchisees to use in their real estate decision making process.
- Work closely with third parties and consultants. Review demographics and sales projections reports for any discrepancies and work with consultants to resolve any questions or discrepancies that may arise.
- Prepare and submit various reports, such as the development pipeline report on a timely basis. Make suggestions for improvement to reports or other communication materials as opportunities arise.
- Keep abreast of development and best practices in the real estate field. Maintain the knowledge necessary to retain professional competence.
- Coordinate various projects as needed, or as directed by supervisor.

**REQUIREMENTS:**

- Must have passion for the Brands
- Must be a self starter, able to work with out close supervision and to initiate solutions to problems.
- Must be results oriented.
- Must have strong communication skills.
- Must have an understanding of and experience in real estate and construction.
- Must be well organized, detail oriented and able to provide timely and professional follow up.
- Must be a good listener, responsive to input from supervisor and potential franchisees.
- Must be able to multi task.
- Must be able to manage conflict.
- Must be committed to constant improvement and able to thrive in a fluid environment.
- Must have the highest personal integrity.
- Must be willing to travel as much as 50-75% of the time.
- Must be willing to work weekends and evenings.

**EDUCATION: BA required****Travel: 50-75% travel required****SALARY: \$90k-\$120k plus max 30% bonus****Consultant: Bob Gershberg****Voice: 888 929-9729****E-mail: bob.gershberg@dickwray.com**

*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.*