



JOB TITLE: VP Real Estate Development- Non Traditional

LOCATION: Atlanta, GA

Posted: November, 2007

SUMMARY:

The VP of RE Development has direct responsibility for setting the corporate strategies for all Real Estate related goals and objectives for all the company owned brands within the system. A core objective involves enhancing the franchisee experience, convenience, and relevance by optimizing The Client's systems and approval processes for new site development and the existing real estate portfolio, while maximizing system profits, and increasing the return on investment. This person is accountable for the approval of all real estate activities for both the retail and food related brands. Key related experiences include dealings with the franchisee community, Non-Traditional venues such as Malls, Airports, and strip centers.

RESPONSIBILITIES:

- Oversees (2) direct reports and has some "feet on the street" direct development 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.
- Partners with CB Ellis to strategically focus and prioritize actions to maximize market potential for sites selected.
- Ensures that development database is 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-negotiation)

REQUIREMENTS:

- 5-10 years of field related experience.
- Demonstrates 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.
- Provides leadership, mentoring and guidance to others.

EDUCATION:

- Bachelors Degree in Finance, Business and/or Architecture required or equivalent experience
- Upper level degree such as a MBA highly preferred

SALARY:

\$120K - \$150K base salary, 50%-90% bonus, car allowance, corporate relocation package

Consultant: David Ulrich

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