



**JOB TITLE: Vice President of Franchise Sales**

**LOCATION: Southwest**

**Posted: July 7, 2008**

**SUMMARY:** The Vice President of Franchise Sales is responsible for the expansion of the franchise system specifically focusing on the growth of multi-unit and single franchises.

This executive will be responsible for the development and implementation of a comprehensive franchising strategy for the company. The primary responsibility will be attracting, qualifying, and closing deals for franchise investors and for establishing long-term business relationships with all new and existing franchisees.

**ESSENTIAL DUTIES AND RESPONSIBILITIES** include the following. Other duties may be assigned.

1. Develops, manages, and enhances an effective and productive franchise strategy that includes defining a comprehensive strategy and the resulting sales plan.
2. Implements approved franchise development programs, marketing, and related support.
3. Qualifies prospective candidates to become a successful member of the franchise system using resources within the organization.
4. Diligently works with qualified candidates ensuring that all the requirements and details are addressed to ensure that the prospective franchisees become a successful member of the franchise community.
5. Organizes resources of the internal functional groups to aid in the execution of foregoing responsibilities.

**EDUCATION and/or EXPERIENCE:**

Bachelor of Science degree in business or related discipline is required with a Master's degree (MBA) or related graduate degree preferred. The successful candidate will have eight or more years of franchise development experience at the senior management level.

**SALARY**

**Compensation:**

- Target base salary: \$100,000 to \$125,000
- Bonus/Incentive
- Full Medical, Dental & Life

**Consultant: Scott Moffitt**

**Voice: 888-875-9993 ext 108**

**Tel: 678-401-2731**

**[scott.moffitt@dickwray.com](mailto:scott.moffitt@dickwray.com)**