



JOB TITLE: Director Franchising

LOCATION: open

Posted: Sept '08

SUMMARY: Responsible for achieving all goals/objectives of a stated franchise sales and development budget throughout the US for a billion dollar brand. The incumbent will build a franchising team, plan, develop and execute the sales/marketing strategies and tactics required to meet franchise sales goals/objectives.

RESPONSIBILITIES:

- Directs the identification and recruitment of franchise candidates throughout the nation.
- Develops and executes a business/recruitment plan to sell Franchise Agreements and Store Development Agreements to new and/or existing franchisees as required by the applicable Strategic Growth Plan.
- Obtains or exceeds assigned targets relating to the number of New Franchisees, territories, and Initial Fee Income.
- Drives team to obtain leads and concentrates efforts on selling development rights in underdeveloped markets as well as increasing appropriate existing market penetration.
- Attracts qualified franchise candidates through various means. Develops and utilizes creative new approaches to attract candidates.
- Delivers executive-level sales presentations to multi-unit franchise candidates.
- Properly interviews, screens, and recommends for approval, franchisee candidates to ensure all franchisee candidates meet or exceed our requirements, while complying with all Federal Trade Commission's rules and regulations.
- Enters and tracks the progress of each franchise candidate and/or deal. Maintains accurate records of the number of qualified candidates, their status and funds collected/pending.
- Insures that all legal, policy, regulatory and other franchising requirements are met and done so in a timely manner. Reviews and understands all legal documents, policies, procedures, regulations and manuals as required to complete functions.

REQUIREMENTS:

- Regular and reliable attendance and punctuality.
- Ability to clearly and articulately communicate with team members and Franchisees/Licensees.
- Ability to interact professionally and appropriately with all team members and Franchisees/Licensees.
- Skill in using a personal computer which includes knowledge of Microsoft Word, Excel and PowerPoint.
- At least 10 years multi-unit franchise sales experience.
- At least 3 years
- Excellent written and oral presentation skills.

EDUCATION: BA Preferred

LANGUAGES: N/A

SALARY: \$130 -\$150k + + + +

Consultant: Bob Gershberg 727 938-0202 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 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.