



JOB TITLE: National Director of Real Estate

LOCATION: Washington DC/New York

SUMMARY:

The National Director of Real Estate is responsible for enhancing the value of and maximizing the return on A leading QSR company's real-estate assets through proactive management of their territory within the U.S. This position is responsible for challenging real estate proposals and offering creative solutions to maximize the profitability for the company and the franchisees.

RESPONSIBILITIES:

- Design and implement tactical initiatives to support and achieve the Property Income EBITDA and the capital spending plan for their territory.
- Designs and/or approves the real estate deal structure in re-franchising, acquisitions, joint venture and/or work-out transactions; challenges and determines the treatment of restaurants with questionable long-term viability.
- Negotiates land or lease deals on behalf of A leading QSR company or the Franchisee to maximize cost savings for both.
- Actively manages the A leading QSR company real estate portfolio for a specific geographic area.
- Ensures alignment with Franchise Operations, Company Operations, and Development to resolve individual restaurant issues, franchisee issues, geographical issues and/or systematic problems.
- Works to resolve complex issues while maintaining a positive relationship with franchisees.

REQUIREMENTS:

- 5-10 years of field related experience.
- Demonstrates intermediate to 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.
- Recognizes and advises others of exposure to risk.
- Solves complex problems in area of large scope or impact; applies existing and new solutions in creative ways for themselves and their clients.

- Explains difficult concepts and issues, and may anticipate potential objections and build partnerships to support ideas.
- Works to establish consensus, and may influence and persuade others to accept a different point of view.
- Leads and facilitates cross-functional teams.
- Interprets, address and may anticipate customer needs; assesses requirements and identifies solutions to non-routine requests.

EDUCATION:

BS Degree required. Upper level degree such as an MBA highly preferred.

SALARY:

\$125K - \$150K base salary plus an annual performance bonus.

Consultant: Dick Wray

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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.