



Director of Franchise Sales

SUMMARY: The Director of Franchise Sales is responsible for the recruitment and signing of qualified franchise candidates for a fast-casual restaurant brand.

PRIMARY RESPONSIBILITIES

- Manages franchise sales process after pre-qualification through franchisee approval.
- Responds to all franchise inquiries from within a defined territory.
- Proactively seeks and pursues qualified candidates in target markets
- Determines the qualifications of each prospect.
- Builds rapport and relationships with prospective franchisees.
- Guides potential franchisees through the process of research and education about the franchise opportunity.
- Facilitates receipt and completion of all required documentation.
- Adheres and sells to DMA development plans.

DESIRED KNOWLEDGE, SKILLS & ABILITIES (KSAs)

- Undergraduate degree and at least two years experience in franchise sales and/or development.
- Quick service, hospitality industry and/or “treat” segment experience a plus.
- Excellent communication, organization and problem solving skills.
- Possesses a high degree of drive with a proven track record of achieving results.
- Willingness to travel extensively within the territory.
- Demonstrated track record for flexibility and urgency in prioritizing projects.
- Must be able to work independently while following a proven sales system and adhere to all FTC Franchise Sales rules.
- Proficiency in computer skills, Microsoft Project, Microsoft Office, Outlook, and ACT or similar sales database.

LOCATION & TRAVEL: Location is flexible due to large span of markets. Texas is preferred, and other locations are negotiable. 75% travel.

To inquire, please email resume to Rebecca.patt@dickwray.com

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