



W R A Y EXECUTIVE SEARCH

Title of Job: Director of Strategic Partnerships

Location: Midwest, Dallas or Chicago preferred

Posted: October 2017

SUMMARY: A strategic company that connects worldwide business diners with a network of over 14,000 restaurants via their proprietary process.

RESPONSIBILITIES: Seeking a seasoned, well-rounded, versatile sales/relationship professional to bring national chain restaurants into our proprietary marketplace. The candidate will have extensive knowledge of restaurant marketing/ad programs, relationships in the C-suite and be able to work within both corporate owned and franchise organizations. Keen insight into national Franchisor operations is a key element necessary for success in this position.

REQUIREMENTS:

- Demonstrated successful experience in enterprise-level sales
- Experience selling intangibles
- Superior quantitative skills
- Skill in sales pipeline filling and pipeline management
- Ability to work from home office
- Working knowledge of Power Point, Excel and Word
- Ability to travel 50%
- Experience with B-to-B marketing segments

EDUCATION: Bachelors degree

SALARY & BENEFITS: \$80 - \$100K base with uncapped commission.

For position requirements and specifications please contact:

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