



TITLE OF JOB: SVP Franchise Strategy & Compliance

LOCATION: Open

POSTED: February 2024

SUMMARY:

Leading multi-brand restaurant franchisor committed to fostering strong relationships with franchisees and ensuring the success and sustainability of the franchise network. We prioritize collaboration, innovation, and excellence in all aspects of our operations. We are seeking a highly skilled and experienced Senior Vice President of Restaurant Franchise Strategy to lead efforts in analyzing managing and resolving franchise-related issues and fostering positive initiatives to attain success. The ideal candidate will be a strategic thinker, an effective communicator, and a problem-solving leader with a deep understanding of franchise operations, financing and lease obligations.

RESPONSIBILITIES:

- Develop and implement strategies to proactively resolve franchisee concerns, disputes, and operational challenges while upholding brand standards and objectives.
- Serve as the primary point of contact for franchisees, providing guidance, support, and solutions to address their needs and enhance their efficiency and viability.
- Collaborate with cross-functional teams, including legal, operations, and finance, to address complex franchise-related issues and ensure compliance as well as best path to resolution.
- Lead negotiations and discussions with franchisees on various matters, including contract renewals, modifications, and conflict resolution.
- Conduct regular assessments of franchise operations and performance metrics, identifying areas for improvement and implementing solutions to drive growth and profitability.
- Assess viability, improvement potential and exit methods if required.
- Lead facilitating the transferring and sale of restaurants of existing franchisees. Be proactive in helping strong operators add more franchise locations to their portfolio and underperforming operators to sell and transfer their franchise locations to new or existing franchisees.

REQUIREMENTS:

- Extensive experience 7 years in a senior leadership role within the restaurant industry, with a focus on franchise operations, development, finance, legal dispute resolution, or franchise relations.
- Proven track record in successfully managing and resolving complex franchise-related issues while maintaining positive relationships with franchisees.
- Strong negotiation, conflict resolution, and communication skills.
- In-depth knowledge of franchise laws, regulations, and industry best practices.
- Strategic thinker with the ability to develop and execute effective plans to support franchisee success.
- Exceptional leadership abilities with a collaborative and team-oriented approach.
- Willingness to travel as needed.

EDUCATION:

- Bachelor's degree in business administration, Hospitality Management, or a related field (Master's degree a plus).

SALARY & BENEFITS:

Strong compensation plan for qualified candidates



W R A Y EXECUTIVE SEARCH

FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:

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