



TITLE OF JOB: Head of Development

LOCATION: Texas

POSTED: January 2022

SUMMARY:

Dynamic, growing QSR group is seeking a driven real estate and construction leader to oversee their expanding brands. The Head of Development will be tasked with quickly assessing the development and implementing appropriate processes to optimize the current locations and prepare for the new growth. Additionally, the Head of Development will participate in establishing realistic and achievable goals for 2021 and beyond.

RESPONSIBILITIES:

- Responsible for maintenance of a healthy company asset portfolio, leasing, lease extensions, lease re-negotiations, remodels, relocations and closures.
- Lead real estate development.
- Develop structured pro-forma and financial projection structure. Lead Real Estate committee presentations and recommendations.
- Responsible for portfolio real estate evaluation for optimal placement within trade-areas and developing market development recommendations for new trade areas.
- Prepare approval packages for review, provide both financial and real estate perspectives and implement recommendations.
- Strong communication skills and the ability to organize presentations to Executive staff and Board of Directors.
- Develop and vet broker relationships for market development.
- Responsible for development of non-traditional partnerships and prospecting of potential trade channel partners.
- Approves and analyzes information on the potential of the market and each site location for brand.
- Partners with brokers to strategically focus and prioritize actions to maximize market potential for sites selected.
- Analyzes and makes recommendations for underperforming real estate assets (e.g., closing, lease re-negotiation).

REQUIREMENTS:

- 5-10 years of relevant experience required.
- Restaurant project experience mandatory, QSR development experience preferred.
- Strong negotiator of leases with landlords and developers, ability to understand market rates of real estate and business savvy to negotiate long term leases with landlords.
- Analytical and systematic in approach to help evaluate financial and real estate elements of proposals, and ability to make recommendations based on facts.
- Ability to work with others within the organization specifically, legal, licensing, operations, finance, marketing, and accounting.
- Bachelor's Degree.

SALARY & BENEFITS:

A competitive Salary and Bonus will be commensurate with experience.

FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:

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