



TITLE OF JOB: Director of Development

LOCATION: Open Nationwide

POSTED: December 2022

SUMMARY:

Segment leading fast casual brand is looking for a Director of Development to drive the implementation of their real estate expansion strategy. This highly regarded concept has a target to double their growth in the next two years.

RESPONSIBILITIES:

- Build and maintain relationships with brokers, developers, and landlords, and leverage those relationships to identify sites in existing and planned developments in targeted markets and approved trade areas.
- Build and manage a sufficient pipeline of potential sites in markets identified for expansion to ensure identified growth objectives. Drive conversion of the pipeline into approved sites to achieve targets set by the annual plan including store cost, store opening count, sales weeks, and average unit sales.
- Manages all phases of store development process and support: market planning, broker management, site selection & approval, store & signage design, lease negotiation and approval, permitting, construction, turnover to operations.
- Manage and lead internal team and external resources needed to ensure success including construction managers, development associates, brokers, architects, attorneys, general contractors, franchise owners, and others.
- Expertise in real estate portfolio management: site selection, construction, budgeting, project, risk management.
- Implement processes and tools that maximize the consistency and efficiency of the store development process. Monitor and audit development standards and success criteria to ensure process discipline and follow-through.
- Prepare site research and Real Estate Committee submittals for use by the Real Estate Committee. Lead the process of working with real estate brokers to gather real estate market knowledge and information. Visit and inspect prospective properties to determine suitability and independently gather needed trade area information to support site evaluations.
- Build relationships and work with franchisees to influence commitment against market plans and support ongoing development results aligned with those plans.
- Deliver effective and streamlined communication to stakeholders on the new store development pipeline. Accurately identify and share store opening timelines to marketing, operations, and other stakeholders.

REQUIREMENTS:

- Heavy exposure and focus on Real Estate with an understanding and knowledge of the construction process.
- 8+ years' experience in restaurant Real Estate, preferably in the smaller box (~1500 sq ft) segment.
- Experience supporting Franchise growth, with a fast casual or QSR restaurant brand(s).
- Background working in a fast paced, but process driven, structured environment.
- Ability to develop processes and policies to support a rapidly growing Real Estate and Development team.

SALARY & BENEFITS:

Base and bonus commensurate with experience, including benefits.

FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:

Name: Ray Kelley

Direct: (828) 318-9010

E-mail: ray.kelley@wraysearch.com

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