



**TITLE OF JOB: Director, Franchise Development**

**LOCATION:** Open

**POSTED:** January 2018

**SUMMARY:**

Multi-brand international franchisor is seeking a strategic Director of Franchise Development. This person will drive growth in the franchise sales effort and lead an empowered relationship with new franchise candidates, existing franchisees and vendors to facilitate development. The Director manages and assists in analyzing, planning, researching, and development of company objectives and strategic plans to create business opportunities, growth, and financial profitability. This person is responsible for the implementation of a comprehensive franchise strategy for the company.

**RESPONSIBILITIES:**

- Manages the franchise sales process pre-qualification through franchisee approval
- Proactively seeks and pursues qualified candidates throughout North America through various means
- Builds rapport and relationships with existing franchise partners and new prospects to promote brand growth
- Facilitates the receipt and completion of all required documentation necessary for prospect approval
- Guides potential franchise partners through the process of research and education about the franchise opportunity
- Thorough knowledge of Franchise Disclosure Documents and all brand collateral
- Promotes organization to industry trade associations and participates in select industry trade shows
- Identify potential new markets and business opportunities
- Helps administer company strategic plans

**REQUIREMENTS:**

- Results oriented with strong communication skills (both verbal and written)
- Experience handling a large pool of active candidates using sales management software
- Successful track record of setting and meeting business development objectives
- Outstanding team leadership skills
- Strong analytical and organizational skills to evaluate current systems and processes
- Personal networks and/or the knowledge of resources that expedite the identification of qualified franchising candidates
- Outstanding strategic planning capabilities
- Knowledge of franchise legal parameters
- Travel as required

**EDUCATION:**

Bachelor's Degree and minimum of 5 years of relevant experience. Must have extensive multi-unit selling experience.

**SALARY & BENEFITS:**

A competitive Salary and Bonus will be commensurate with experience.

**FOR POSITION REQUIREMENTS AND SPECIFICATIONS PLEASE CONTACT:**

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*Wray Executive Search shall provide equal employment opportunity to all qualified candidates, and will refer candidates without regard to race, color, religion, national origin, sex, age, disability, veteran candidates without regard to race, color, religion, national origin, sex, age, disability, veteran status or any other legally protected basis. Wray Executive Search shall comply with all applicable laws, rules and regulations in the performance of duties pursuant to this Agreement, including but not limited to, Title VII of the Civil Rights Act, the Age Discrimination in Employment Act, the Americans with Disabilities Act, and state and local anti-discrimination laws to the extent applicable.*