



## **JD – Restaurant Franchise Director**

or

**Franchise Development Manager**

**Restaurant Franchise Manager**

**Director of Franchise Development**

**Director of Restaurant Franchise Development**

The ideal person must have proven success in prospecting, identifying, recruiting, negotiating, enabling and closing new and existing franchise partners to drive sales in the retail/restaurant industry. A solid understanding of the franchisor/franchisee industry is essential.

### **Responsibilities:**

- Has established a solid network with an abundance of potential prospects and connections.
- Manage all facets of development of franchisees from lead generation, FDD disclosures, to organizing all key introductions, presentations and meetings to leading discovery days and through awarding a franchise.
- Act as a brand ambassador externally and with key franchisees
- Develop and execute a franchise development plan to achieve key business and revenue goals in selected markets to meet the Company's short/long term growth strategy.
- Manage and execute key business development functions including franchisee recruitment, site selection and design and construction coordination for the Canadian market.
- Franchise growth objectives related to new franchise sales and store openings.
- Organize and analyze market data to prioritize potential major markets and to assess potential new franchise development opportunities.
- Ability to read, present, use, and understand financial information
- Implement franchise recruitment strategies, processes and tools to develop strong relationships with franchise candidates and franchisees.

- Direct and lead franchisees through the entire development process from initial contact to store opening.
- Work closely with established real estate broker network to identify and secure real estate site opportunities in key markets.
- Performs other related tasks, duties and special projects as assigned.

**Requirements:**

- Bachelor's degree or equivalent preferred.
- Minimum 3-5 years + leading a national franchise sales organization and development
- Retail, restaurant, & commercial real estate experience preferred.
- Successful history of guiding franchise prospects through the franchising process from lead to executed agreement.
- Clear understanding and knowledge of franchise law and Franchise Disclosure Documents.
- Ability to multi-task and balance day-to-day tasks accomplishing objectives and achieving long-term goals.
- Strong organizational and communication skills.
- Excellent team leader and motivator.
- Analytical & strategic thinker.
- Tenacious with a passion for what they do.
- Self-starter
- Ability to travel as needed.

**Salary:** Competitive. Base + Incentive.