



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.