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# Example of Franchise Sales Job Description

Our company is growing rapidly and is searching for experienced candidates for the position of franchise sales. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don’t fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for franchise sales

* Support small sized projects related to SSE and/or actively participate in projects
* Execute standardized reporting and ad hoc analysis incl
* Support small sized projects related to Sales and/or actively participate in projects
* Ability to drive the affiliation process
* Coordinate and lead primary meetings and discussions continuously throughout Business Development process, , cold calls, weekly “timeline-update” calls and strategy meetings regarding future business and projected closings
* Manage schedules, answer and respond to phones, set up meetings and general office support for the EVP and other team members as identified
* Coordinate travel arrangements, expense reports and department invoice processing for the EVP and members of the team
* May need to be available on weekends when executive is travelling to coordinate last minute travel needs
* Assist sales organization to prospect, identify, recruit, negotiate, enable and close new and existing franchise partners to drive sales
* Ability to build relationships both externally and internally influence cross functionally

## Qualifications for franchise sales

* Real Estate and/or franchise sales experience a plus
* 8-10 years administrative experience and event planning required
* Exceptional leadership skills, energy and teaming capability
* Bachelor's degree or equivalent consultative sales experience
* Minimum of 7 to 10 years of sales experience in a consultative sales environment
* Must live in the sales territory responsible for selling in and within 45 miles from a major airport