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# Example of Franchised Sales Job Description

Our growing company is looking to fill the role of franchised sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for franchised sales

* Coach and support sales associates creating an effective, dynamic team
* Manage performance to achieve the right mix and ultimately achieve sales goals, conducting performance appraisals for sales team and implement actions as required
* Implement and maintain a strategic sales & marketing plan and activity calendar to generate top line revenues to meet or exceed annual budget expectations
* Develop and execute strategic and tactical marketing and initiatives, to capture demand and shift share from competitors
* Champions Social Media efforts to ensure messaging is dynamic, engaging and effective
* Ensure cost control and budgeted expenses are met
* Work closely with Atlific and Brand to maximize hotel revenue and exceed budgets
* Conduct account and market research to develop and implement effective sales strategies for each market segment, to grow market share
* Conduct outside sales calls, telephone solicitation and site inspections to buld relationships, aggressively target new business, and grow existing accounts
* Attend industry events, educational workshops, trade shows, and company sponsored conferences after hours

## Qualifications for franchised sales

* 4) Years Group Sales experience, hotel experience preferred
* 2) Year minimum guest contact experience
* Minimum 7 years of successful sales experience
* Answer phones for sales/catering staff if not picked up by third ring
* Type sales contracts, BEO’s, correspondence, reports, forms, direct mail pieces, , as needed by sales and events team
* Assist managers on creative projects including proposals, direct mail pieces, invitations, special events