



Example of Franchise Sales Job Description

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Our innovative and growing company is looking for a 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

- Establish and maintain a strong working relationship with the key contacts within the community, local environmental advisory boards, business advisory boards
 - Cold call all existing hotel owners and prospect for potential sales
 - Locate and find available real estate sites for new construction opportunities
 - Identify alternatives franchise prospects in local communities
 - Identifying opportunities to award the RealtyONEGroup franchise in markets within the assigned territory, with candidates within the territory
 - Responsible for arranging initial meetings with candidates, delivering the Value Proposition, driving the flow of conversations continuously throughout Franchise Development process, , cold calls, weekly pipeline -update calls and sales strategy meetings, regarding future franchise sales and projected closings
 - Manages the execution of lead generation and qualification activities, including responses to potential franchisee candidate inquiries
 - Creates and maintains a robust pipeline of diverse, pre-approved candidates throughout the year
 - Creates and manages the Pizza Hut US franchise recruiting database and reports
 - Collaborates with Brand Marketing, PR, HR, and partner agencies, to create franchise recruiting marketing collateral used in various marketing channels
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- Working knowledge of complex real estate operations and their P & L's is a plus
- Experience in Business Brokerage, Real Estate Sales or Financial Planning a plus
- Real Estate, M&A, and/ or franchise sales experience a plus
- Ability to lift up to 40 pounds at once walk for periods of time while climbing on and off a mobile tool truck
- A minimum of 5 years of prior sales experience, including demonstrated experience in consultative, value based sales
- Demonstrated success in meeting or exceeding goals/quotas and driving business results