



# Example of Manager Franchise Job Description

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Our company is searching for experienced candidates for the position of manager franchise. 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 manager franchise

- Interaction with various Product, Sales, and IT teams to manage day to day operations Identify, select, and retain talent manage staffing
- Submits business to Home Office for approval over his/her underwriting authority the branch authority level
- Strong, active collaboration with relevant Shire Medical functions (MSL and other) other (market access, international marketing, HR )
- Ensure that all employees under supervision (the Commercial Franchise team) adhere to their targets, objectives, duties Shire Vision and Values
- Develop and expand the relationships with important key opinion leaders other key stakeholders
- Ensure personal conduct is consistent with the Shire Vision and Values all relevant legal and compliance / Pharma regulations and guidelines and act as an example
- Responsible for all aspects of the partner relationship
- Own developing and aligning with the Franchisees on Open to Buy, Sell in, Sell out, comp target Work closely with cross functional team including Merchant, Marketing, Planning, Retail, Finance and Logistics to optimize the end to end Go-To-Market process to achieve target sell-through results
- Achievement of Annual targets (product sales and market share, management results)
- Track and analyze franchise sales performance (total business and each promoted product)

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- Educated to degree level with a Business degree preferred
  - A minimum of 5 years of healthcare business experience required
  - A minimum of 2 years in an analytic role is preferred
  - Knowledge of Pharmaceutical secondary data sources is preferred
  - Patient level data experience preferred
  - At least 5 years experience in primary & secondary research analysis