

Skyhawks

Position Description

Position Title: Director of Franchise Sales

Reports To: Skyhawks Franchise Group President

Salary: DOE

Full-Time Benefits: Included

Location: Spokane, WA (no relocation)

Summary Description:

The Director of Franchise Sales works under the direction and supervision of the President of Skyhawks Franchise Group. The Director will oversee the details and functions of all franchise sales and will be responsible for leading a team tasked with closing 30 new franchises a year.

Essential Duties and Responsibilities

- Planning, organizing, directing and controlling the sales process to meet your objectives.
- Setting daily, weekly, monthly and quarterly sales goals. Presenting these goals on a weekly and quarterly basis.
- Setting a realistic action plan each month in order to meet these goals.
- Achieving forecasted sales by following your written plan of action.
- Understanding departmental financial data to determine what is happening in your department. Reviewing financial data that affects your department's profit centers.
- Assisting in building a franchise sales team.
- Offering the sales staff the coaching, counseling, advice, support, motivation and information they need in order to help them meet their sales objectives.
- Communicating daily with Franchise Group President.
- Making every effort to maximize both present and long term sales and gross profits.
- Controlling incoming portal/website leads. Tracking and organizing leads through a sales tracking system.
- Becoming an expert in the legal matters regarding franchising.
- Generating new leads in targeted areas.
- Conducting the entire sales process from initial communication to close. Duties will include conducting discovery webinars, in-person discovery days, presenting Profit and Loss exercises and educating prospects on the Franchise Disclosure Document and Agreement.
- Ensure the sales operations functions smoothly. Develop sales forces.
- Conducting weekly sales meetings.
- Creating and sending sales press releases and sales newsletters.
- Maintaining a self development program.
- Constantly striving to continue professional growth.
- Working to improve your sales skills, managerial skills, business skills and product knowledge.

Minimum Qualifications:

General:

- College degree
- Demonstrate exceptional knowledge of Microsoft Office programs including Word, Excel, and Outlook
- Sports background/industry knowledge
- Great organizational skills and attention to detail
- Strong leadership qualities with good communication and interpersonal skills
- Strong understanding of customer and market dynamics and requirements.
- Ability to travel and work in a global team of professionals.
- Proven leadership and ability to drive sales teams.
- Able to operate in a fast-paced and changing market environment

Sales Specific:

- 5-7 years of experience in sales management.
- Experience with CRM/lead tracking systems.
- Proven track record in managing and directing a highly skilled, motivated, successful and results-oriented sales force
- Experience in meeting aggressive sales goals.
- Responsible for keeping up with industry/technology trends with regards to sales.