

## Franchise Development Manager

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Company: COREcruitment Ltd

Location: London Area

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Franchise Development Manager – Exciting Food Business – £70K + Benefits Role:

Franchise Development Manager Location: Hybrid (London HQ) Salary: £60-70K + BenefitsMy

client is an exciting food business who are a leading brand in their market and a customer

favourite. They are currently undergoing another expansion phase and are looking for

talented individuals to join them.They are seeking a Franchise Development Manager to

join their team. The successful Franchise Development Manager will be responsible for

securing new store openings within high potential channels, including Travel, Entertainment,

Leisure, Petrol Forecourt, Contract Catering, Holiday Park and Motorway Services

sectors.This is an exciting position, perfect for ambitious Franchise Development Managers

who are looking to join a reputable business who can offer genuine progression

opportunities.Responsibilities Include:Identify and assess potential growth channels for new

store openings.Develop tailored strategies for each target channel to maximise penetration and

market share.Foster relationships with key stakeholders in the Travel, Entertainment,

Petrol Forecourt, Leisure, Contract Catering, Holiday Park, and Cinema

sectorsProactively identify and engage with potential franchisees in the target commercial

sectors.Develop and implement a strategic recruitment plan to attract high-potential franchise

partners.Represent the company at industry events and forums to network and generate

leads.Drive negotiations and close deals for new store locations.The Ideal Franchise

Development Manager Candidate:The candidate MUST have a proven experience within

Business Development or Strategic Sales roles.Have a strong understanding of the UK's

travel, leisure, and entertainment sectors, with a strong network of contacts to match.Be a

hungry driven salesperson who thrives on winning new business. Must have strong negotiation skills and be able to demonstrate delivering results. Must have experience influencing and negotiating with all level stakeholders and maintaining strong relationships. Have a structured approach with a clear view on hitting targets. If you are interested in having a chat about this role, please forward updated CVs to Mikey at COREcruitment / mikey@corecruitment.com

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**Location:** Hybrid (London HQ) **Salary:** £60-70K + Benefits

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