

Franchise Manager

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Company: Alliance International Consulting Firm

Location: dubai

Category: other-general

Highlight Your Profile by Sharing this Job Job Description: Location: Dubai Education: Graduate / PGDBM / MBA-Marketing preferred Experience: 10+ Years Job Description Drafting of franchise proposals & agreements by analysing brands functional & business requirements, negotiations and closing the deals Identifying the potential locations in the designated zone for franchise development Identifying channels for franchise development Charting out the roadmap, developing the marketing strategy for franchisee development Identifying potential brands to be added to the group portfolio. Have previously worked with international brands and concluded Franchise agreements Have previously acquired Master Franchise rights for international brands for clients Attending exhibitions & seminars, apply various methods for generating leads Maintaining and continuous follow up of with brands for conversion Expanding the current franchisee network by converting potential leads into franchisees Lead & manage the negotiation process including commercial & legal aspects Develop a business case and supporting financial modelling to support each new opportunity Report and monitor activity and performance against a target on a monthly/quarterly basis per the management process Inter departmental coordination for smooth opening of the store Key Position Requirements: Experience in identifying, evaluating and negotiating International Retail and Food and Beverage Brands Extensive experience in franchise development Proven experience in managing a multi-level pipeline of activity Established network of relevant contacts Brand and Investor both Highly developed networking skills and experience Rich Experience with 10+ years in Franchise Sales Promote Franchise Sales for PAN India level and International Franchising

Experienced To work with Middle East Countries will be Advantage Plan and execute the promotion of our proposition to potential franchise partners and the broader franchise market through all routes to market such as trade shows and their own network. Responsible to deal with HNI clients. Responsible to set the targets for Franchise Sales Team Plan and drive franchise sales team marketing activities and events Manage the Budget of Franchise Team in order to reduce the costs. Franchise Sales meetings. Present franchise opportunities. KRA /Job Profile Motivate others, get the best out of people. Impact and influence. Persuade and positively influence customers, team and senior management. Commercial insight with good market knowledge. Organisational awareness. Takes a wider view of the company and business strategy Should possess extremely good communication skills. Keeping update regarding various upcoming Exhibitions and frequently participating in Exhibitions, Trade Shows Events etc Internationally. Presentable and Street-Smart Person. City: Dubai State: UAE Postal Code: 123456 Recruiter: nidhi Chakhaiyar - +91 92657 23772 Qualifications: Graduate / PGDBM / MBA-Marketing preferred Created Date: 19-10-2020 Desired Skills: KRA /Job Profile Motivate others, get the best out of people. Impact and influence. Persuade and positively influence customers, team and senior management. Commercial insight with good market knowledge. Organisational awareness. Takes a wider view of the company and business strategy Should possess extremely good communication skills. Keeping update regarding various upcoming Exhibitions and frequently participating in Exhibitions, Trade Shows Events etc Internationally. Presentable and Street-Smart Person. Responsibilities: Location: Dubai Key Position Requirements: Experience in identifying, evaluating and negotiating International Retail and Food and Beverage Brands Extensive experience in franchise development Proven experience in managing a multi-level pipeline of activity Established network of relevant contacts Brand and Investor both Highly developed networking skills and experience Rich Experience with 10+ years in Franchise Sales Promote Franchise Sales for PAN India level and International Franchising Experienced To work with Middle East Countries will be Advantage Plan and execute the promotion of our proposition to potential franchise partners and the broader franchise market through all routes to market such as trade shows and their own network. Responsible to deal with HNI clients. Responsible to set the targets for Franchise Sales Team Plan and drive franchise sales team marketing activities and events Manage the Budget of Franchise Team in order to reduce the costs. Franchise Sales meetings. Present franchise opportunities. Experience Requirements: Location: Dubai Job Description Drafting of franchise

proposals & agreements by analysing brands functional & business requirements, negotiations and closing the deals
Identifying the potential locations in the designated zone for franchise development
Identifying channels for franchise development
Charting out the roadmap, developing the marketing strategy for franchisee development
Identifying potential brands to be added to the group portfolio.
Have previously worked with international brands and concluded Franchise agreements
Have previously acquired Master Franchise rights for international brands for clients
Attending exhibitions & seminars, apply various methods for generating leads
Maintaining and continuous follow up of with brands for conversion
Expanding the current franchisee network by converting potential leads into franchisees
Lead & manage the negotiation process including commercial & legal aspects
Develop a business case and supporting financial modelling to support each new opportunity
Report and monitor activity and performance against a target on a monthly/quarterly basis per the management process
Inter departmental coordination for smooth opening of the store
Salary Range: As Per Industry Standards.
Openings: 1 Share with all and we care for you!
Interested in finding out how Alliance can support you?
Utilize the extensive network of the finest 3.5% talent
Achieve hiring speeds multiplied by 10 and enjoy cost benefits of up to 40%
Achieving a remarkable 70% success rate from initial candidate interview to final selection

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