

Area Vice President of Sales

POSITION SPECIFICATIONS

CONFIDENTIAL CLIENT

This client is a real estate franchisor specializing in small city, country, rural, and lifestyle properties.

POSITION

We are in search of a dedicated and experienced **Area Vice President** to help drive our franchise growth and development within a designated multi-state area (see locations below). This role necessitates the identification of prospective franchisees, the establishment of strong relationships, and the careful nurturing of potential partners who share our vision and commitment to excellence. Reporting to the National Director of Sales, this position plays an instrumental role in charting the future course of the company.

Key Responsibilities

- **Prospect Selection:** Identify and target potential franchisees whose values and business align with our brand and mission.
- **Franchise Sales Execution:** Formulate and execute franchise sales strategy within the designated area, transforming prospects into valued franchise affiliates.
- **Market Expertise:** Maintain a vigilant watch on industry trends, competitive dynamics, and potential franchise prospects. This company is a lifestyle brand selling farms, ranches, mountain properties, wineries, etc. all in towns predominantly less than 10,000 people.
- **Relationship Development:** Cultivate and maintain meaningful connections with potential franchisees, guiding them through the discovery process and addressing inquiries with professionalism and expertise.



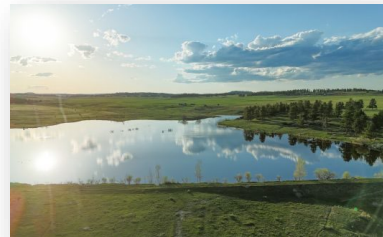
- **Presentation Skills:** Execute compelling sales presentations that clearly defines the organization's value proposition, tailoring to specific broker needs.
- **Negotiation Expertise:** Skillfully negotiate franchise agreements, carefully safeguarding alignment with our standards and corporate objectives.
- **Reporting Integrity:** Keep management and the sales team well-informed through regular reports on franchise sales performance, offering detailed metrics, market intelligence, and strategic guidance.
- **Onboarding:** Provide support and guidance throughout onboarding process.
- **Results:** Meet/exceed sales quota through a variety of avenues including new offices, expansion offices, takeovers and referrals.

EDUCATION AND EXPERIENCE

- **Proven Sales Expertise:** Demonstrated excellence in franchise sales or a related field, with a track record of 5+ years of notable achievements.
- **Tech Proficiency:** Proficient in Office Suite and CRM. (Excel, PowerPoint, Word, Zoom, Outlook, Salesforce, etc.)
- **Travel Ready:** Prepared to travel within your designated area as necessary to meet prospects and finalize agreements. (Average 50% of time)

SKILLS & CHARACTERISTICS

- **Relationship Builder:** Exceptional networking and relationship-building skills, with an ability to foster trust and rapport. High EQ required. Ability to relate within small town environments.
- **Effective Communication:** Outstanding communication, negotiation, and presentation abilities, coupled with keen attention to detail.
- **Negotiation Skills:** Strong negotiation, problem solving, and communication skills. A successful candidate will be hungry to develop untapped areas.
- **Character:** High level of professionalism, ethics and integrity.
- **Lifestyle:** Appreciation of country and/or outdoor lifestyles.



LOCATION

These opportunities are remote.

Geographically, these opportunities will target four separate territories (subject to change).

Generally:

- Northeast – Pennsylvania, Maryland, Delaware, New Jersey, Connecticut, Massachusetts, New York, Vermont, New Hampshire, Maine
- Central – Missouri, Kansas, Nebraska, North Dakota, South Dakota
- Mountain West – Colorado, Wyoming, Montana, Utah, Idaho, Nevada
- West Coast – Oregon, Washington, California, Arizona, Hawaii, Alaska

APPLICATION PROCESS

CBIZ Talent Solutions, a search firm, is assisting our client with this important search. All calls and inquiries should be made through the search firm. Nominations and applications will be held in confidence. Review of applications will begin immediately and will continue until the position is filled.

NON-DISCRIMINATION

Our client and CBIZ Talent Solutions firmly support the principle and philosophy of equal opportunity for all individuals, regardless of age, race, gender, creed, national origin, disability, veteran status or any other protected category pursuant to applicable federal, state or local law.

CBIZ TALENT SOLUTIONS
700 West 47th Street, Suite 1100 | Kansas City, MO 64112
Phone: 816.945.5400 | www.cbiz.com

Kristen Faust, Vice President, Recruiting Partner
Email: kfaust@cbiz.com