



SMILES WANTED!



FOCUS on Making People Happy!

At FOCUS Brands, our mission is to FOCUS on Making People Happy!

In addition to the requirements outlined below, an important part of this role will include living up to the following mission and values . . .

OUR GUIDING VALUES:

- FOCUS on Results instead of activity as the true measurement of success.
- Be passionate about our responsibilities and act within the highest ethical standards.
 - Not settle for "good enough."
 - Treat the company's money as if it was our own.
 - Be open; always share the good as well as the bad.
- Continually seek to do things better, pursue best practices, and take calculated risks.
 - Communicate timely, effectively, and respectfully.
- Treat all FOCUS constituents as our most important assets and strive to always exceed their expectations.
 - Keep our promises.
 - Look at challenges and problems as opportunities for learning and creativity.
- Take ownership of our personal and professional development by continually seeking growth opportunities.
 - Cheer on our co-workers and, together, celebrate our successes.
 - Have fun while working hard.

Role	Director, New Business Development (Int'l.)
Operating Company	FOCUS Brands
Business Unit	International
Reports To	Vice President, New Business Development

HUMAN RESOURCES ONLY	
Prepared By	J. Boland
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Exempt	<input checked="" type="checkbox"/> x <input type="checkbox"/> Non-exempt

ACCOUNTABILITY

The director, New Business Development (International) is responsible achieving new business development goals and objectives to enable the growth and success of FOCUS Brands international division.

PRIMARY RESPONSIBILITIES

- Ensures that the assigned business development targets are met or exceeded by managing the new business development process from new franchise prospect solicitation and pipeline management to agreement closure.
- Responsible for lead generation and for maintaining a strong pipeline of potential franchise candidates.
- Maintains up-to-date brand knowledge of all concepts in the FOCUS Brands portfolio.
- Develops and provides reports outlining results compared to key performance metrics/targets.
- Manages and attends industry trade shows, conferences and expos. Maintains up-to-date information on countries, food service industry, market trends and regulations (franchise law, banking, imports etc.)
- Interfaces with franchise administration and accounting to ensure our compliance to local franchise law and proper payment and the correct documentation of our transactions.
- Leads specific market study efforts coordinating with international team resources and third party service providers.
- Works with Master Franchisees to develop and ensure the success of their sub-franchising sales processes.
- Completes due diligence on candidates including background checks, business plan proposals and validation of their financial and operational qualifications.
- Assembles final packages including business plans working with the candidates and the international team.
- Works with the Director of International New Business Development to successfully implement the international development strategy and negotiate transactions.

DESIRED KNOWLEDGE, SKILLS & ABILITIES (KSAs)

- Undergraduate degree preferred. Fluency in a second language a plus
- International sales experience and/or franchise sales experience and broad knowledge of international business desired.
- Quick service restaurant, multi-unit, international franchise experience, and/or food service industry experience a plus.
- Demonstrated management and direct supervision skills.
- Proven ability to successfully develop and manage department/project budgets.
- Excellent interpersonal skills with a demonstrated ability to be flexible and effectively work with others as a team.
- Possesses a high degree of drive and ability to produce results/accomplish goals in a fast-paced work environment.
- Excellent communication, organization and problem solving skills.
- Demonstrated track record of flexibility and urgency in prioritizing and organizing projects.
- Proficiency in Microsoft Office software: PowerPoint, Word, Excel, Outlook, Project