**Job Description**

Adventure Facility Franchising Inc. is the company which owns the rights for Funtopia concept for North America.  Funtopia is the place for the small ones and big ones to explore new heights in a social environment. It is a **playground** that produces **laughter and funny moments**, provokes games and competition.

Funtopia would put the kids in a world of **adventure** specially designed to put a smile on their faces.

**WHAT WE ARE LOOKING FOR: The Role**

This is a highly consultative sale that requires the sales consultant to possess the ability to develop strong relationships, while educating prospective candidates about the exciting franchise ownership opportunities with our rapidly growing brands. This position is an essential part of the team, which is responsible for the development of the franchise business throughout the U.S. and Canada.

If you are an experienced, solution sales representative looking for a long-term, stable career, are financially-motivated, and truly desire to help others, come join our winning team!

THE POSSITION REQUIRES WORKING IN OUR OFFICE IN NORTH VANCOUVER BC.

**WHAT YOU WILL DO IN THIS POSITION: Essential Job Functions**

* Qualify, assess, and close deals with franchise candidates
* Manage the franchise sales pipeline and leads provided from the initial inquiry to awarding a franchise within our CRM
* Promptly and diligently respond to and follow up with all inquiries/leads
* Execute the franchise growth strategy and enhance prospect flow by networking in your markets, attending events, trade shows, etc. when applicable
* Collaborate with fellow sales representatives and other departments to share best practices and support overall brand growth and success of closing deals
* Adhere to company standards while being held accountable for reaching sales goals and metrics defined in the compensation plan
* Facilitate the “Meet the Team" days and other events with prospective owners, as needed
* Manage and execute sales processes as directed to effectively close deals on a timely basis adhering to Federal regulations, policies and procedures
* Make consistent and/or continual contact with each prospective owner in order to establish the relationship and generate the initial interest in a franchise purchase
* Consistently and passionately work with the team/prospects towards the ultimate goal of awarding a franchise to each qualified candidate
* Perform basic account maintenance and assist in the sales process as needed or directed
* Attain conversion goals and assist in attaining brand goals for franchise sales

**Job Requirements**

**WHAT YOU WILL NEED TO BRING TO THE TABLE: Job Requirements**

* Excellent sales and engagement skills with the proven ability to close deals
* 5 years of successful selling experience in franchise sales preferred, but not require
* Professional, passionate and friendly attitude with the ability to quickly develop a rapport with customers over the phone and in person
* Ability to earn and build trust; strong work ethic and follow through
* Ability to effectively manage multiple priorities and adapt to change within a fast-paced business environment
* Timely documentation of activities with high organizational skills
* Talent to communicate a strong sense of urgency
* Outstanding closing and follow-up skills
* Proficient with Microsoft Office software and general computer abilities

Our Company is an Equal Opportunity Employer.  All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, national origin, age, disability, veteran status or any other status protected by federal, state or local laws.

**Job Snapshot**

**Other Pay** Base Salary + Commission/Bonus Opportunities

**Employment Type** Full-Time

**Job Type** [Sales](http://www.careerbuilder.com/jobs/keyword/sales?sc_cmp1=js_jdp_snapshot_link)

**Education** Not Specified

**Experience** 3 to greater than 15 years

**Manages Others** No

**Relocation** YES

**Industry** Sales - Marketing

**Required Travel** depends