

DOGTOPIA CANADA

VP OF SALES & DEVELOPMENT

Compensation: based on skill sets and experience, comprehensive compensation includes a competitive base salary plus commission + benefit package

Job duties include but not limited to:

- Research, identify and contact potential franchise partners
- Actively responds and maintain timely communication with qualified prospects
- Create presentations and conduct sales meetings
- Meet sales goals within designated time frames
- Responsible for arranging initial meetings with Potential Owner/Operators
- Coordinate the execution of approval and authorization documents
- Oversee the lead generation strategy and budget in conjunction with the CEO
- Own the FDD renewal process and interface with franchise counsel as required
- Execute franchise sales approach
- Represent the brand and culture in all prospect and vendor interactions
- Other duties as needed

Qualifications:

- **Must have at least 3-5 years experience of franchise development/sales, preferably at VP level**
- Tenacious with a strong sense of urgency
- Proven ability to close sales of new franchises
- Must have excellent negotiation and presentation skills
- Must be able to multi-task without loss of focus and control.
- Excellent interpersonal and communication skills, written and verbal.
- Strong social skills while working in open work space environment
- Presentation and facilitation skills
- Heavy phone experience with strong negotiation skills
- Self motivated, reliable and dependable individual

Job Type: Full-time

Benefits:

- Dental Insurance
- Health Insurance
- Paid Time Off
- Vision Insurance

Schedule:

- Monday to Friday

Experience:

- Senior Sales Role: 2 + years (Required)

- Franchise Experience: 3-5 years (Required)

Work authorization:

- Canada (Required)

Required travel:

- 25% (Required)

Work Remotely:

- No