

## Retail Network Development /Franchise Sales Manager Job Description

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| <b>Job Title:</b>       | Retail Network Development/Franchise Sales Manager                  |
| <b>Reports to:</b>      | Country Manager   |
| <b>Location:</b>        | Head Office (currently Chipping Norton, Oxfordshire)                |
| <b>Job Status:</b>      | Permanent, Full Time  |
| <b>Starting Salary:</b> | £50,000 depending on skill set, qualifications and prior experience |
| <b>Qualifications:</b>  | Bachelor's Degree   |
| <b>Career Level:</b>    | Manager with relevant marketing and sales experience                |

Mail Boxes Etc. (UK) currently based in Chipping Norton, is the UK & Ireland head office of MBE Worldwide Group of companies, based in Milan – Italy. MBE is one of the world's largest networks of conveniently located Service Centres offering shipping, logistics, printing, marketing and design solutions to business and private customers. The UK office supports a franchise network of over 150 stores with over 1,600 Worldwide.

### Job Specification:

The RND Manager must ensure business goals achievement in terms of territory penetration, opening new stores and following the entire opening process.

Reporting to the Country Manager, you will:

- generate leads through online and offline advertising campaigns, to ensure business meets company targets for new franchise store openings, sales, profitability and EBITDA.
- Manage potential franchisees organising collective and individual meetings.
- Monitor recruitment plans and verify leads alignment with the ideal profile.
- Manage the draft of commercial franchising contract, including contracts' renewal.
- Choose the optimal location for new stores.
- Investigate franchisees' willingness to take over running stores, managing transfers together with Network Support Executives.
- Design and Construction: to monitor new stores' launch, respecting deadlines and layout standards.
- Define goals, budgets and manage reporting of franchise sales.

You will undertake other activities as directed by the Country Manager and we reserve the right to vary or amend your duties and responsibilities at any time according to the needs of our business.



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#PeoplePossible

### Person Specification:

- Relevant Bachelor's Degree.
- 5-7+ years of B2B solution sales management experience, including a proven track record of success.
- Proven ability to lead a sales team, relying on extensive experience and judgement to accomplish sales goals.
- Proactively managing and monitoring team performance against sales objectives providing coaching and performance management to improve individual and team performance.
- Strong experience in coaching and mentoring others.
- Highly developed business acumen and ability to understand the wider issues of the market.

Please email a copy of your CV and reason for applying to: [apply@mbe.uk](mailto:apply@mbe.uk)

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