

National Franchise Sales & Training Manager

Reporting to - National Franchise Manager
Location – Christchurch and other locations
Role type – Permanent

Working for one of New Zealand's leading residential home building company who has since been building new homes since 1987 through consistent innovation along with a supportive team.

We are currently seeking for a National Franchise Sales and Training Manager to develop and maintain exceptional sales methodology and systems across the country.

A great opportunity for a Senior Sales or Business Manager to develop and maintain exceptional sales and all other necessary training, development and education services to Franchise and company owned operations owners and staff. This role may require travelling between locations, so no two days will be the same.

In this role you'll be:

- Working closely with the National Franchise Manager and other Senior Managers to develop and nurture sales and training strategies;
- Provides vision, strategy, direction, motivation and the necessary tools and equipment for the Franchises to enable achievement of sales and margin targets;
- Identify improvement processes and analyse operational and developmental opportunities to drive business success;
- Design training strategy plans that meets established timelines and budget constraints;
- Conducts training, development and education sessions (evaluates their effectiveness and provide feedback, training materials, tools and programs to the appropriate departments and/or individuals);
- Monitor and evaluate effectiveness of training to meet company goals and objectives;
- Ensure profit and margin targets are achieved and providing regular reports on financial expenditure;

Who are you?

- You are passionate about walking the walk with your team, motivates and empower others to achieve individual and organisation's strategic and tactical objectives;
- You have an extraordinary communication skills; a clear and concise communication to able to run an effective coaching style of management and practices an open communication;
- You thrive on planning, strategising, and executing and know how to improve processes to maximise returns;
- A motivated and conscientious advisor/manager with the ability to deliver solutions to aid the organisation's strategic and tactical objectives;

- Minimum of 5 years experience in a Senior Sales/ Business Management role with a knowledge in home building industry, franchise systems, obligations and processes;

What we offer?

- An incredible opportunity to not only be part of a leading residential company, but to lead and inspire a team entering an exciting new era;
- Rewarded with a competitive Salary package and ongoing career development;
- Working for a fun, vibrant, and fast paced organisation along with a dynamic and unique office culture;
- An organisation that practices equal opportunity and values diversity ;

Next Step

Email your CV through to anne.smith@jobsmith.co.nz or give Andrew a call on 04 499 5119, or 021 045 0074 so we confidentially discuss your suitability for the role.