

Manager, Leasing, Analysis & Franchising

The second largest burger chain in Canada, A&W Food Services of Canada Inc. is a Canadian company that generates over \$1.4 billion in revenue through more than 950 franchised restaurants. A&W has articulated Climate Goals that sustain an exceptional corporate culture. With a steadfast commitment to Climate Goals and strategy, A&W has consistently earned recognition as a highly successful enterprise and one of Canada's Best Managed Companies. Annually, franchised A&W restaurants curate more than 200 million guest experiences across the country.

The Manager, Leasing, Analysis & Franchising is responsible for 3 key areas related to long-term planning and site selection for A&W restaurant locations across the country. Firstly, the role is accountable for successfully completing the renewal of all Head Leases. Secondly, the position has a mandate to lead market analyses which drive market development planning and effective site selection decisions. Thirdly, the role is responsible for identifying, assessing and closing on deals with new franchisees.

Based at the corporate office in North Vancouver, the Manager, Leasing, Analysis & Franchising reports to the Director, National Franchising & Western Canada Real Estate. The role works closely with other members of A&W's Real Estate and Franchising team, with members of A&W's Operations, Finance, and Legal Services teams as well as with existing A&W franchisees. The Manager, Leasing, Analysis & Franchising also collaborates with a wide range of external partners, including bankers, landlords, brokers, appraisers and other retailers. The role involves periodic business travel up to 30% of the time.

The candidate must be a proactive, strategic relationship builder with superb influencing, numeracy, analytical, planning and negotiation skills. Curious and calm under pressure, the candidate must have high integrity, sound judgment and a strong drive for results. Passionate about the A&W brand, the candidate must be a resourceful, financially-minded and intuitive professional with superior listening, writing and oral communication skills. An integrated thinker with an eye for detail and the bigger picture, the candidate must be able to juggle multiple, competing priorities and build effective relationships with a wide range of personalities. A self-starter and team player, the candidate must have a strong desire to build a lasting career with an exceptional company and the ability to work independently with minimal supervision. Confident, competitive, fair and humble, the ideal candidate has the courage to take initiative and the wisdom to know when to ask for help. The candidate must have a degree in a relevant discipline such as commerce. Ideally, the candidate will have at least 2 years of business experience, preferably in sales, business development or real estate. The candidate must be willing and able to travel for business and possess a valid driver's licence. Knowledge of restaurant operations and fluency in French would be assets.

All qualified candidates are encouraged to reply, in confidence, quoting File #14664, to search@janetdavid.com. Please forward a cover letter and resume as one WORD file. We thank all and acknowledge all applicants and will proactively contact those selected for interview