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Manager, Leasing -Western Canada A&W Food Services of Canada Inc.

The second largest burger chain in Canada, A&W Food Services of Canada Inc. is a Canadian company that generates over \$1 billion in revenues through more than 1,000 franchised restaurants across the country. 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. Collectively, franchised A&W restaurants in Canada annually curate more than 200 million guest experiences.

Based at A&W's Corporate Home Office in North Vancouver, the Manager, Leasing-Western Canada supports the continued growth of the A&W brand in Western Canada and ensures that the existing footprint of restaurants in the region is secured. Specifically, the Manager, Leasing – Western Canada is responsible for 1) successful and timely completion of all Head Lease renewals, excluding shopping centre and urban leases in Western Canada; and 2) liaising effectively with external consultants to support the development of restaurants in BC and Alberta.

The Manager, Leasing- Western Canada reports to the Senior Director, Real Estate & Franchising. The incumbent must develop and maintain superb working relationships with a wide range of internal and external partners, including real estate consultants, brokers, appraisers, landlords, other retailers, developers, representatives of municipalities and economic development offices, A&W franchisees and members of A&W's real estate team.

The ideal candidate is a personable, proactive relationship builder with excellent financial and market analysis skills, an interest in real estate and superb communication and influencing skills. The candidate must have a minimum of two years of business experience, ideally in real estate, as well as a degree in a relevant discipline such as business administration. Proactive and able to work independently and with minimal supervision, the candidate must be a results-oriented team player who can contribute positively in a fast-paced environment with competing priorities. The candidate must possess a strong ability to successfully manage multiple projects, on time, and work effectively with detail, without losing sight of the big picture. The candidate must possess a valid driver's license and the willingness and ability to travel overnight for business up to 20% of the time. It would be an asset to have an understanding of restaurant operations and to have had experience in leasing space for restaurants.

All qualified candidates are encouraged to reply, in confidence, quoting file #14701 to search@janetdavid.com by April 18th, 2022. Please forward a cover letter and resume as one WORD file. We thank and acknowledge all candidates and will proactively contact those selected for to participate in a multi-step discovery process.