

Area Representative Midwest

Summary Job Description:

The Area Representative serves as the primary liaison between Penn Station Inc. and the franchise community. This critical position applies leadership, influence, and functional expertise to create meaningful, productive partnerships with each assigned franchise. Through these partnerships, the Area Representative will provide advice, counsel, coaching, and assistance to Franchisees. The representative's goal is to positively impact and improve store level profitability, franchisee return on investment, and consistent operations throughout the brand. The Area Representative will evaluate and consult with each restaurant in their territory six to eight times a year.

Responsibilities Include But Are Not Limited To:

- Execute thorough Performance Evaluations on each location in the representative's territory six to eight times a year, providing a detailed report of each visit to the General Manager and franchisee.
- Verify the training of franchisee's General Manager candidates to ensure they have the knowledge and capability of running the store's operations to a level that meets brand standards.
- Support new store openings both in and out of the representative's given territory.

Requirements

- Minimum of five to eight years in a field operations role within the foodservice industry. Franchise consulting experience is a plus.
- 2+ years of multi-unit experience.
- Bachelor's Degree preferred, or five to eight years of commensurate experience.
- Excellent written and oral communication skills.
- Overnight travel is limited to 20-30%. Limited nights and weekends required.
- Ability to manage your own schedule while ensuring that you are meeting the position requirements needed for the Area Representative position.
- Proficient in Microsoft Office.

Benefits:

- Competitive starting salary
- Annual bonus potential

- Health Care, Dental, and Life Insurance Benefits
- 401(K) with employer match
- Paid time off
- 6 paid holidays
- Mileage reimbursement
- Cell phone allowance
- Nightly per diem