



JOIN OUR TEAM

Expedia® CruiseShipCenters® has a need for an experienced **Franchise Development Manager**. The successful candidate will be responsible for driving sales growth with Franchise Partners and Cruise Consultants through Strategic Growth Planning, Recruitment, Marketing Plan Execution and Training. This position will be based in the Greater Ft. Lauderdale/Miami area and will support Expedia® CruiseShipCenters® locations throughout the United States.

This position reports directly to the Senior Director, Franchise Development.

About Expedia CruiseShipCenters:

Established in 1987, Expedia® CruiseShipCenters® is one of North America's leading sellers of cruise vacations. Through our network of 125 franchise locations and team of over 3,200 Franchise Partners and Cruise Consultants, the company has grown at an average rate of 30% each year for over two decades. In 2007, CruiseShipCenters became a strategic partner with Expedia Inc., the world's largest online travel company, rebranding to become Expedia CruiseShipCenters. We have also been recognized by the Canadian Franchise Association with the Award of Excellence for the past five years. (2006, 2007, 2008, 2009, 2010, 2011).

Position Functions and Tasks:

- Coach Franchise Partners on their Quarterly Strategic Growth Plans, maintaining a focus on their top 5 Priorities.
- Ensure Recruitment, Marketing Plan Execution and Team Leadership remains among top Priorities of Franchise Partners.
- Coach Franchise Partner on effective Team Leadership including monthly team meetings, President Circle Goal Setting, Review and Support training.
- Develop and support execution (by the Franchise Partners) of the National Marketing Plan including orders, promotions, merchandising, themes etc.
- Support full cycle recruitment activities for your Franchise Partner
- Facilitate training for Cruise Consultants on the Expedia CruiseShipCenters Systems, Product and Sales.



- Ensure Center is adopting all of the Expedia CruiseShipCenters systems and is complaint in all areas of our Brand Standard.
- Ensure Center is able to manage back office financial system through CruiseDesk.
- Other tasks as assigned

Required Skills:

- Results oriented, high achiever with a strong desire to drive sales by developing and coaching people.
- An accomplished level of business acumen with an emphasis on sales and marketing is required.
- Extremely detailed oriented
- Proven ability to effectively prioritize work flow
- Superior interpersonal, written and oral communication skills
- Ability to take initiative and be proactive, work independently, and also be a good team player
- Ability to exercise good judgment
- High standards of ethics and confidentiality to handle sensitive information
- Highly motivated, high energy and enjoys working in a fun environment
- Must be eligible to work in the United States.
- Travel required and must have a valid Passport.

Qualifications:

- Degree in Business Administration or equivalent.
- A minimum 5 years' experience in sales management in travel or a related field is required.

How to Apply:

If you have a positive attitude, a commitment to excellence, and want to be part of a winning team, please submit your resume and cover letter to: work@cruiseshipcenters.com quoting the position title in the subject line. ***Only candidates selected for interviews will be contacted.***