



The natural choice for health

Sangster's is a family-founded, national franchisor specializing in retail stores focused on Natural Health Products. Our vision is *Make Health a Habit*. Our mission is to sell quality products, deliver excellent customer service, and inspire a passion for Health Products. We have 30 franchised stores across Canada, and have been in business over 45 years.

We are seeking a **Franchise Support Officer** to partner with and coach our Franchisees to ensure operational excellence, training and drive overall top-line revenue growth. This position is based in Saskatoon, SK at the corporate office; and will require travel.

Who You Are

We are looking for a business-minded sales coach who is positive, motivational, highly organized, results driven with an ability to inspire people. You have a passion for helping businesses grow and succeed and know what it takes to develop a business from the ground up. You are looking to be part of a team with a vision to create something greater together than anyone of us could create alone.

What you will do

- Conduct regular field visits to each Franchisee.
- Build long-term relationships with Franchisees and identify business growth opportunities within the context of the franchise agreement and business model.
- Train and coach Franchisees and their team members in all aspects of running the daily operations of the franchise to maximize sales and procedures.
- Provide guidance to Franchisees to ensure actions and solutions meet customer needs, company brand targets, pricing guidelines and profitability recommendations.
- Ensure brand compliance to maintain consistency throughout the system.
- Assist with training events as required throughout the year.
- Accountable for driving overall top-line revenue growth for the organization.



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Experience

- 2+ years of business consulting, sales and/or small business operational experience. Experience in companies with a franchise-based business model is not required, but is a plus.
- High level growth coaching aptitude with ability to motivate sales and plan strategically.
- POS experience
- Strong ability to achieve goals through direct and indirect influence and collaboration.
- Independent and self-motivated.
- Undergraduate degree is not required, but a plus.
- Ability to travel within Canada.

Other Fundamental Characteristics:

- Positive attitude.
- Self-starter and driven.
- Enjoys people and helping them succeed.
- Excellent communicator.
- Excellent written and verbal skills.
- Highly organized.
- Grounded and well-appointed. You represent the image of the company.
- Computer capable/comfortable - Must be able to use Microsoft Office (Word, Excel, Power Point & Outlook), Skype, and other common programs.
- Dependable / Reliable/Honest.
- Good listener.

Job Type: Full-time

Send resumes to... Nicole@sangsters.com