

SMASHBURGER MASTER LLC

VP Real Estate

Reporting Relationship:

- This position will report to both the President and CFO

Job Responsibilities:

- Accountable for procurement of all new corporate and franchise locations including market review, site selection, obtaining zoning approvals, financial obligations, lease review, administration and negotiations and capital budget.
- Identify and develop relationships with national brokerage firms and developers, manage the team responsible for procuring new sites, evaluating leases in operating stores and implementing lease renewals, amendments and terminations.
- Analyze market areas and develop strategy plans for new sites.
- Evaluate and investigate store site locations (availability, property value, access and zoning development platforms).
- Interpret available data including population trends, consumer demographics, property values, competition, site visibility, market demographics and other pertinent information using the smashburger model.
- Through relationships with key industry contacts, develop penetration strategies and identify potential trade areas for development.
- Develop market planning process to maximize company and franchise growth.
- Interact with and manage developers, brokers, architects, consultants and real estate agents.
- Lead Company initiatives in acquiring, developing, optimizing and administering the Company's real estate portfolio.
- Travel as necessary to evaluate markets, trade areas and locations.

Qualifications:

- A minimum of 10 years experience in franchise, corporate real estate development, or brokerage representing retail or restaurant concepts.
- Strong understanding of current real estate methodology, real estate criteria, zoning information, current strategy, store performance, target market, expectations and demographic criteria.
- Proven ability to develop a strategic real estate plan that identifies key issues, appropriate solutions and financial projections that supports the needs of the business.
- Superior internal client service, partnering ability and overall communication skills.
- Demonstrated ability to lead effectively in a complex, multi-functional business environment supporting a variety of initiatives.
- Ability to negotiate.
- Ability to travel as required, up to 75% of the work week.
- Proficiency in managing a robust real estate pipeline using salesforce.com or other CRM software.
- Must demonstrate a capacity to analyze financial information and provide overviews of the Company's performance through evaluation and interpretation of corporate financial performance and be highly effective in presentations.
- Proficiency with the Microsoft Office Suite (Word, Excel, PowerPoint)
- An undergraduate degree in real estate, business, marketing, management or related discipline is required and an advanced degree is preferred.

About Smashburger

Smashburger is a new "Better Burger" concept, designed to deliver great tasting burgers and sides in a hip, modern environment, quickly and conveniently.

Smashburger's signature and create your own Certified Angus steak burgers set a new standard for taste, quality and value.

Our aggressive growth plans include opening 20 to 50 smashburger units in each identified market over the next three years.

This is an opportunity to be part of a high growth enterprise, comprised of an exciting and proven management team and drive outstanding unit sales growth and profitability.