

**Position:** Franchise Business Development Manager**Location:** Atlanta, GA**Posted:** 2/20/2026

## Franchise Business Development Manager

Crye-Leike® Franchises, Inc. in Atlanta, GA is currently looking for a Franchise Business Development Manager to cover the following state: Georgia. Ideal candidate will reside in the Atlanta, GA or Chattanooga, TN area. This position requires some travel. This position will be responsible for pinpointing candidates to award the Crye-Leike® franchise, build and manage a pipeline and track new franchise opportunities through the sales process for Crye-Leike®, REALTORS®.

### Responsibilities:

- Create and work a territory business plan to achieve targeted, performance goals by identifying, advancing and closing deals.
- Responsible for arranging initial meetings with candidates, delivering proposition, driving the flow of conversations continuously throughout franchise development process, i.e., cold calls, weekly pipeline -update calls and sales strategy meetings, regarding future franchise sales and projected closings.
- Responsible for application timeline and expense budget maintenance as well as current status analysis and reports regarding various pipelines.
- Must be able to drive the entire franchise sales process, inclusive of guiding the application process, perform appropriate due diligence, review legal documents, negotiation of terms and coordinate the timely movement of documents to the final contract signing.

### Qualifications:

- Real estate experience preferred and/or franchise sales experience a plus.
- Working knowledge of complex real estate operations and budgets.
- Proficiency with financial modeling.
- Extensive experience in a cold-calling environment.
- Superb time management skills and ability to multi task under high pressure and time sensitive environment.
- Ability to communicate effectively, to motivate, and influence people in order to reach goals.
- Strong negotiation, problem solving, territory management and interpersonal skills required.
- Advanced knowledge of the sales process, i.e., transactions, legal documents, sales and growth models.
- Advanced organizational skills and computer skills, i.e. Excel, Microsoft Word, PowerPoint, etc.
- Some required travel.

### About Crye-Leike® Franchises

Over the past 49 years, Crye-Leike® has built a highly respected brand based on stellar service, dedication to detail, advanced technology, great agent training, and inspired leadership. Of Crye-Leike®'s 130+ offices, 28 of those are franchised locations. We are large enough to offer strong support and we are small enough that we recognize your voice when you call.

### To Apply

Apply for this position on Zip Recruiter. Link is provided below:

<https://www.ziprecruiter.com/job/9e188b41>

Crye-Leike® Franchises, Inc. is an Equal Opportunity Employer.