

A day in the life of a business to business franchisee

Typical types of business

- Fast Print Shops
- Signs Design & Manufacturers
- Consultancies
- Recruitment
- Telephone Answering
- Internet Services
- Print Copy & Design Centres
- Mailing/Mail Box Centres
- Office Accommodation
- Manpower Services
- Labelling

Typical Skills

1. Sales Orientation
2. The Ability to build relationships
3. People management skills
4. Commercially aware with an understanding of business finance
5. Possesses the ability to delegate day to day responsibility for running the business to a manager

Typical Day

1. Check order progress against promises made
2. Check quality control practices are being observed
3. Discuss daily business analysis with manager
4. Complete planned sales calls
5. Discuss personnel progress, etc., with manager
6. Plan the next day's sales calls

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