



Dear All,

**Madurai Famous Jigarthanda LLP (MFJ LLP)** is a leading and rapidly expanding F&B brand with a strong franchise presence across South India. The company is currently hiring Franchise Development Executives to manage franchise acquisition, drive sales performance, and ensure operational excellence across its regional network.

For more details, visit: <https://mfjllp.com>

**Role:** Franchise Development Executive

**Verticals:** - Business Development

**Vacancy:** 15 positions

**Job Location:** Hyderabad (Telangana), Andhra Pradesh, Karnataka, Kerala

**CTC:** ₹18,000 – ₹30,000 per month

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**Eligibility:**

- 1–3 years of experience in franchise development, F&B retail sales, or business expansion roles
- Excellent communication, sales planning, and client relationship skills
- Willingness to travel across South India for franchise operations and support
- Strong understanding of compliance, branding, and team coordination

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**Job Description:**

MFJ LLP is looking for energetic and goal-oriented Franchise Development Executives to expand its franchise base and enhance the performance of existing outlets. The role involves strategic

sales growth, franchise partner support, and close coordination with internal teams to achieve business objectives.

**Responsibilities:**

**Franchise Development:**

- Identify and onboard potential franchise partners in target regions
- Drive new franchise sales and achieve expansion goals

**Franchise Management & Support:**

- Improve performance at average or underperforming outlets
- Ensure adherence to MFJ LLP's 4Ps – Policy, Process, Products, and Payments
- Offer consistent support and service to franchisees
- Monitor sales reports, outlet performance, and compliance levels

**Sales Team Management:**

- Train and develop junior sales executives in assigned territories
- Set KPIs/KRAs, conduct reviews, and ensure target achievement
- Lead and motivate the team to meet daily/weekly sales objectives

**Collaboration & Market Insights:**

- Work closely with cross-functional teams to ensure franchisee satisfaction
- Conduct market research and analyze competitor activities
- Contribute to ad campaigns, organic marketing efforts, and brand visibility initiatives