



Driver Hire Franchisee Profile

At Driver Hire, our top franchisees are all highly self-motivated, ambitious people with a very positive outlook and a 'can do' attitude, great at building business relationships and inspiring the confidence of customers. They are good team leaders, financially astute, IT-literate and well-organised. Without exception they are all passionate about the business and have a 'winning' mentality.

To succeed as a Driver Hire franchisee you should see aspects of yourself in the skills and qualities listed below:

Commercial skills and experience

<i>Essential</i>	<i>Desirable</i>
<ul style="list-style-type: none"> • Sales, customer service or relationship-building experience • IT literate • Previous experience of supervising or managing people 	<ul style="list-style-type: none"> • Track record in B2B sales • Previous leadership role • Financial acumen (good understanding of basic financial procedures) • Experience of MS packages

Education

<i>Essential</i>	<i>Desirable</i>
<ul style="list-style-type: none"> • Good standard in English and Maths 	<ul style="list-style-type: none"> • Degree level or equivalent in business-related subject

<i>Personal qualities</i>	<i>Cultural fit</i>
<ul style="list-style-type: none"> • Ambitious • Articulate and persuasive • Self-motivated, determined and hard working • Driven by desire to make money • Well-organised and able to prioritise • Excellent 'people' skills 	<ul style="list-style-type: none"> • Willing to play a full part in franchise partnership: work well with fellow franchisees and DHGS • Respectful of others • Attend and participate in Driver Hire regional meetings, marketing campaigns, sales initiatives etc. • Desire to provide a great level of service

The role of franchisee is therefore one of leadership and business development. We will expect you to spend much of your time in customer-focused activities, building relationships and seeking out and winning new business.

It is also vital that you manage and motivate your own office staff to provide the very best levels of service, in line with Driver Hire's established business process. You will also need to oversee all the financial aspects of your business including invoicing, payroll, regular book-keeping and of course...making sure that cash flow remains positive.

You **don't** need previous experience in the transport and/or recruitment industry as our in-depth training and support gives you all the knowledge and skills required.

Once on board it is imperative that you take full advantage of all the ongoing training and support available and that you work well with your fellow franchisees - one of the key benefits of buying into franchised business.