

SAI REDDY

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EDUCATION

UNIVERSITY OF GEORGIA, TERRY COLLEGE OF BUSINESS, Atlanta, GA 2012-2014
MBA – Master of Business Administration

- 3.92/4.0 GPA.

UNIVERSITY OF GEORGIA, TERRY COLLEGE OF BUSINESS, Athens, GA 1998-2002
BBA with High Honors - Banking and Finance

- 3.79/4.0 Overall GPA
- Delta, Melon Court, and Tucker Dorsey Scholarship and Finalist for Foundation Fellowship.
- Blue Key President, Student Judiciary, Academic Honesty Board, & Homecoming Court.

EXPERIENCE

POPEYES LOUISIANA KITCHEN, Atlanta, GA 2014-2016
Franchise Manager

- Developed, managed, and implemented new candidate growth strategy and target market plans throughout the United States.
- Led multi-party sales/contract negotiations between corporate, existing franchisees, and new candidates.
- Managed multi-party processes from legal planning to documentation execution.
- Managed all new franchisee relations from company introduction to document execution.

Manager of Development 2016-Current

- Completed site visits and analysis packages on 30+ sites throughout the southeast.
- Presented 30+ site packages to my superior and/or corporate real estate committee for approval (100% approval rate).
- Executing franchisee market goals against company growth goals throughout the southeast.
- Managing all processes from site selection through construction phase.
- Extensive past and present experience in market analysis, site selection, deal making, and lease negotiations.

PETRUS BRANDS, Atlanta, GA 2009-2012
National Director of Real Estate and Franchise Development

- Led the Franchise sales function for Shane's Rib Shack and Planet Smoothie from 2011-2012.
- Created the real estate department while managing and representing franchisees in all real estate transactions.
- Executed national site selection and market analysis for a 120 store expansion plan over three years.
- Negotiated more than 200 letters of intent, leases, rent reductions, and general contracts with brokers, developers, leasing agents, and lawyers.
- Developed KPIs based on historical sales figures, consumer data, demographic and mapping information providing key analytical data used for future expansion.

RAVING BRANDS, Atlanta, GA 2005-2009
Senior Real Estate Manager / Partner

- Founding member of the real estate department while managing the expansion and deployment of nine fast-casual brands, including Moe's Southwest Grill, Flying Biscuit, Monkey Joe's, etc. throughout the southeast.
- Negotiated hundreds of legal documents across the southeast on behalf of franchisees.
- Built target market and site analyses across the southeast while collaborating with the franchise sales team on closing multi-store franchise deals.
- Managed over 150 real estate developers, brokers, leasing agents, and franchisees across the southeast.

Real Estate Acquisitions and Dispositions

- Re-opened and operated a Chevron gas station increasing same store sales over 35%.
- Managed the acquisitions, dispositions, and market research of \$3-\$4 MM in land and rental properties.

ADDITIONAL INFORMATION

- L.E.A.D. Atlanta Class of 2008.
- Apex Society Power 30 under 30 (2009).
- UGA Honors Program Young Alumni Board Member (2011-2013).
- UGA Terry College Young Alumni Board Steering Committee (2007-2010).
- Board Member for Brian Jordan Foundation for Inner City Youth (2011 & 2012).
- Shepherd Center Summer in the City Co-Chair; raised over \$80K (2012).
- Delegate to Political National Convention – 1st elected Indian-American in GA History (2008 & 2012).