



PR/117459 | General Manager (Fashion Brand Company)

Job Information

Recruiter

JAC Recruitment UK

Job ID

1515381

Industry

Retail

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

January 14th, 2025 10:28

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

<SCOPE OF POSITION>

- Their Europe Region's Profit & Loss (P&L)
- Direct management of UK market
- Oversight and hands-on management and execution of retail channel business including MD planning, e-commerce development and daily operation to achieve KPI.

<SUPERVISORY RESPONSIBILITIES>

Marketing Manager, Merchandise and planning Manager, EC Manager, Area Manager, Commercial Manager, and Store Manager.

<DUTIES AND RESPONSIBILITIES>

- Full Profit and Loss (P&L) responsibility for their Europe business.
- Help identify, create & implement sales tools & strategies to drive sales growth ensuring achievement of KPI's.
- Establish and optimize the organization by developing medium- to long-term business plans for growth.
- Optimize distribution across retail, e-commerce, and wholesale channels in collaboration with stakeholders.
- Assess business trends and partner with corporate stakeholders to strategize retail growth aligned with Global business strategy.
- Manage all aspects of Retail Operations, including visual merchandising, store staff training, and in-store marketing

with a customer-first mentality.

- Collaborate with internal departments and external partners in developing and implementing retail strategies and business models.
- Deliver optimal productivity in stores and e-commerce through operational excellence and process improvement.
- Establish an optimal logistics system in cooperation with global headquarters.
- Analyse key performance metrics to guide stores in achieving goals and profitability targets.
- Ensure compliance with policies and procedures such as inventory counts, cash procedures, and risk management.
- Manage ad-hoc projects utilizing external vendors effectively.
- Coach and inspire the team to reach their goals.
- Lead sell-in meetings, create seasonal product assortments, and go-to-market plans.
- Monitor customer and competitor activity and take appropriate actions.
- Ensure continuous monitoring of the order book and sell-out.
- Ensure customer compliance with their contracts and policies.
- Provide operational support across all channels.
- Drive net sales and operating income for the region and their EMEA Business.
- Establish a performance culture by leading and developing teams and setting joint business KPIs.
- Support the establishment of the company in the UK and lead its expansion while assisting other commercial managers.
- Direct compliance with company policies, procedures, and standards.
- Support any other necessary tasks as requested.

<DESIRED SKILLS & EXPERIENCE>

- The ability to make hands-on retail improvements.
- Deep understanding of luxury fashion brand strategy.
- Retail sales experience is a must.
- Knowledge of inventory management and P&L management.
- Excellent leadership and managerial skills to lead teams effectively.
- Ability to develop medium- to long-term business plans.
- Strong organizational and project management skills.
- Ability to evaluate financial data into actionable insights.
- Strong sense of urgency and decision-making ability.
- Effective in motivating teams and influencing at all levels.
- Strong understanding of consumer behavior and insights.
- Experience in an international environment with availability to travel monthly.

We regret to inform applicants that only shortlisted candidates will be notified. Thank you for your understanding.

#LI_JACUK #countryunitedkingdom #unitedkingdom #citylondon #london

Company Description