

Michael Page

www.michaelpage.co.jp

Retail Director- Luxury

Head of Retail- Luxury fashion business

Job Information

Recruiter

Michael Page

Hiring Company

Iconic luxury business

Job ID

1518734

Industry

Other

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

13 million yen ~ 17 million yen

Refreshed

January 28th, 2025 15:36

General Requirements

Career Level

Executive

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

No permission to work in Japan required

Job Description

This position as Retail Director for Renown Luxury business is seeking for a candidate can oversee the retail operations and strategies of the Retail team. They would need to guide the team to achieve sales targets while ensuring customer satisfaction

Client Details

- Iconic brand
- Japan is part of North Asia region, and is an important market for HQ globally, with a lot of trust and communication.
- Flat organisation with a lot of internal mobility both within the group

Description

- Oversee the daily operations of retail stores in Tokyo.
- Develop and implement retail strategies to increase sales.
- Train and mentor retail staff to ensure excellent customer service.
- Collaborate with stakeholders to ensure product availability and visibility.
- Monitor inventory and ensure efficient supply chain management.
- Manage budgets and financial planning for the retail department.
- Organise promotional events and monitor their success.
- Maintain a strong understanding of the Luxury industry and market trends.

Job Offer

- A competitive salary within the range of 13.5M JPY to 16.5M JPY.
- The opportunity to work in a large, respected organisation within the Luxury industry.
- The chance to lead a dynamic team in Tokyo.
- A role that offers the chance to make a significant impact on retail operations.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Minh Tran on +813 6832 8947.

Required Skills

A successful candidate should have:

- A degree in Business, Marketing, or a related field.
 - Proven experience in retail management within the Luxury industry.
 - Strong leadership skills and the ability to drive team performance.
 - Excellent understanding of retail operations and strategies.
 - Superior customer service skills.
 - Strong understanding of the Tokyo market.
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