

FRITZ HANSEN A/S

RETAIL MANAGER, CHINA

Job title: Retail Manager, China (RM-China)
Reporting line: Head of China
Date: 1 July 2021

Objectives:

The Retail Manager, China (RM-China) has the responsibility in China for increasing the retail partner sales, reaching the sales target set by the company and to implement the Company global sales strategy. The RSM-China reports to the Head of China.

The objective for the RM-China is to optimize partners' retail operation and to support the business development. Efficient communication to build the understanding with partners about Fritz Hansen's core value, meanwhile adapt to local market to have practical action plan.

- Execute Fritz Hansen retail strategy and deliver high-end brand image through Mono-brand stores
- Support retail partners to improve Fritz Hansen Mono-brand store management and operation
- Implement Brand strategy and retail network development plan
- Increase number of qualified partners and Mono-brand stores

Responsibilities:

- Support to develop retail network
- Prepare detailed sales budgets and activity plans with each partner according to overall guidelines
- In relation to the Fritz Hansen Mono-brand store concept the RM-China is responsible for implementing and maintaining the Fritz Hansen visual merchandise guidelines
- Training the partner's sales staff to improve overall performance

Qualifications:

- Education background: Bachelor degree or above
- Major: Good written and conversational English
- Working experience: Minimum ten years relevant experience, especially in luxury/High-end retail industry, familiar with operation and training
- Knowledge: Must deep understanding luxury/high-end standard of the market and end-consumer
- Capability: Presentable; Attentive to details, Good interpersonal and presentation skills, Capability to handle multi-tasks, Positive to embrace changes and ad hoc tasks, Work independently with team collaboration spirit, Respect deadline