

Managing Director - Conglomerate in Retail

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Company: Michael Page

Location: United Arab Emirates

Category: other-general

The Role

Our client is seeking a dynamic Managing Director to lead retail planning, business development, manufacturing optimisation and technological integration to continue their sustainable growth within the clothing retail industry. Client Details One of the largest and most successful conglomerates in the Middle East with fashion retail at it's core. Description In this role, you will be responsible for;

- * Spearheading retail expansion initiatives, both domestically and globally, to capitalize on market opportunities and drive revenue growth.
- * Managing and fostering relationships with local and international manufacturing partners, particularly in China, to with a focus on driving new product development to enhance offerings.
- * Managing P&L and financial performance to optimize profitability and ensure sustainable business practices.
- * Cultivating and nurturing relationships with internal board-level stakeholders and external partners, especially the leadership teams of these partners whilst driving business development efforts.
- * Spearheading a team across HR, Finance, IT, and Procurement in addition to Retail. While these teams boast strong leadership, your strategic guidance will ensure seamless operations and alignment with organizational goals.

Job Offer Competitive leadership package with benefits.

Requirements

To be considered for this role, you must possess the following experience;

- * A minimum of 15 years of proven leadership experience in a commercial role within the clothing retail sector or a leadership procurement role, as long as your have worked in a sales or retail role as well.
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Demonstrated expertise in P&L management, showcasing the ability to drive financial performance and operational efficiency. * Extensive experience in managing and collaborating with manufacturers in Asia, particularly China. * Proficiency in managing senior stakeholders and fostering strategic partnerships, with a track record of successful business development. * Ideally some sort of garment technical expertise or at the very least an understanding of garment manufacturing processes to be involved in these conversations. * Must have experience working in the Middle East market, providing valuable insights into regional dynamics and consumer preferences.

About the company

Michael Page is one of the world's leading professional recruitment consultancies, specializing in the placement of candidates in permanent, contract, temporary and interim positions with clients around the world. The Group has operations in the UK, Continental Europe, Asia-Pacific and the Americas. In the Middle East we focus on the areas of: Finance & Accounting Banking & Financial Services Procurement Property & Construction Engineering & Supply Chain Oil & Gas Technical and Engineering Human Resources Sales Marketing Technology Secretarial Executive Search Legal The Group operates through 161 offices in 33 countries and employs over 5,000 employees worldwide.

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