

Retail Development Director

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Company: Michael Page

Location: United Arab Emirates

Category: other-general

The Role

This role will work closely with the Chief Development Officer and internal and external stakeholders in providing strategic leadership for market analysis and financial feasibility across multiple F&B assets within Retail spaces, from inception to completion, thereby delivering the companies vision. This role will include strategic planning, financial analysis, project management and transactions of a retail F&B portfolio. Client Details Our Client is a major Property Developer in the UAE that has a multi-asset class portfolio consisting of residential, retail, hospitality. Description Lead and direct the team to ensure all aspects of retail F&B projects meet our clients Strategic and Commercial growth plans. The selected individual is expected to:

- * Develop and implement comprehensive strategies for the expansion and improvement of F&B offerings in retail locations, aligning with companies goals and market trends
- * Collaborate with cross-functional teams to align F&B goals with overall business objectives
- * Conduct market research to identify potential locations and target demographics for new F&B outlets within retail spaces
- * Conduct thorough feasibility studies for potential F&B projects, assessing market demand, competition, financial viability, and return on investment (ROI) and present findings and recommendations to stakeholders
- * Oversee retail F&B projects, including development brief, design monitoring in line with development brief, feasibility and financial returns, marketing, and transactions, ensuring timely completion, within budget, and meeting quality standards
- * Lead the conceptualization phase of new F&B projects, collaborating with architects, designers, and other consultants to develop innovative and marketable concepts that align with companies

brand and values * Collaborate with CDO, Executive leadership, Projects, and Finance team to secure project funding, negotiate contracts, and manage the business case throughout the development process * Oversee project development, from design and construction to pre-opening and launch, coordinating with internal and external stakeholders for execution as per approved RACI matrix * Collaborate with Procurement to drive negotiations and partnerships with vendors, suppliers, and contractors to ensure high-quality ingredients, equipment, and services * Build and maintain relationships with key stakeholders, such as investors, partners, and local authorities, address concerns and collaborate for approvals and permits along with projects team * Ensure compliance with relevant laws, regulations, and industry standards in F&B establishments, addressing issues, if any * Identify and mitigate potential risks including regulations, and financial risks, and implement risk management strategies to protect the companies interests * Provide leadership to develop a cohesive work team, demonstrating the companies Core Values and creating a positive and collaborative work environment * Ensure adequate project resourcing with a culture of forward planning * Stay abreast with industry trends, demographic shifts, and competitor activities, to leverage new market opportunities, benchmark against competitors, and make recommendations for market expansion and sustainable growth Job Offer * Opportunity to work with leading developer in the UAE * Opportunity to work with Highly skilled multinational workforce * Career progression * Competitive salary and benefits

Requirements

* Required Bachelor's degree (or equivalent) in Business, property development, Urban Planning, Real Estate, Business Management, or related fields with a preference for Masters * Minimum 15 years of experience in F&B management within a retail environment, including project management in establishment of standalone large retail and F&B spaces or as part of larger mixed-use Masterplans * 7+ years of experience in the Middle East region, working with top UAE real estate companies would be beneficial * Excellent financial acumen and understanding of real estate financial analysis, including budgeting and financial modeling and performance metrics * Familiarity with regulatory requirements and health standards in F&B operations * Strong understanding of customer preferences, and industry best practices.

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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