



BY APPOINTMENT TO
HER MAJESTY THE QUEEN OF DENMARK

GEORG JENSEN

ESTABLISHED 1904

Head of Retail Europe

Georg Jensen A/S is looking for a Head of Retail Europe reporting to our SVP Sales. The position is new with the overall purpose of strengthening our European Retail operation with stores in Germany, UK and Scandinavia.

The overall responsibility for the Head of Retail Europe is developing an excellent business model for our European Retail operations including sales, profitability and customer experience.

We are looking for a highly experienced hands-on and operational retail professional with a proven track record of growth and retail excellence. The position is based in Copenhagen. Extensive travel in the region must be expected.

Your key responsibilities:

- Formulating the sales and P&L budget of the European retail division, and P&L responsible for the European retail business, from gross sales to EBITDA
- Suggesting and aligning marketing and communication activities aimed at increasing traffic to stores in close cooperation with the marketing department
- Executing visual and product merchandising plans in close cooperation with the merchandising department
- Managing and developing the retail staff employed in Europe in close cooperation with the HR department
- Managing all administrative and daily operational tasks in the European Retail division, including delivery of sales and accounting reports in close cooperation with the Global Sales and Finance department
- Fully responsible for the inventory level and management of the stock supplied to the stores and, in close cooperation with the merchandising and Supply Chain departments, for the definition of the safety stock levels applying to all SKUs
- Formalizing an Open-To-Buy (OTB) calculation method customized to the needs of each single European store and of placing orders accordingly

- Providing assistance to the Sales department in the negotiation of franchise agreements and training the retail teams of franchised stores
- Achieving sales targets, as agreed by the annually approved business plan and budgets regarding the financial-, operational-, and customer service targets
- Ensuring a seamless, consistent and positive customer experience in retail, in close cooperation with other channels

The ideal candidate has the following competences:

- Solid European retail management experience (minimum 5-10 years) within jewellery & luxury business
- Result-driven & hands-on experience with retail store management with deep knowledge of day-to-day operations and maintenance of retail stores
- Experience in driving commercial performance by setting clear direction and motivating the team for high performance
- Ability to understand and contribute to optimisation of cross-functional business processes
- Business savvy with strong understanding of financials and operations
- Ability to act with high integrity in a dynamic working environment
- Fluent in English, strong communications skills - both written & oral
- Strong negotiation skills

Further information

For further information about the job, please contact SVP Sales, Nico de Jong, by email ndj@georgjensen.com. If you would like to know more about Georg Jensen in general, please visit our website at www.georgjensen.com.

Place of work:

Georg Jensen A/S Head Quarters, Søndre Fasanvej 7, 2000 Frederiksberg

Your application

Please click on this [link](#) to apply for the job. Applications will be assessed continuously until the right candidate is found. We will be performing interviews throughout the process and look to fill the position as soon as possible.

About Georg Jensen: Georg Jensen is a leading Scandinavian design brand renowned for artistic innovation, superior craftsmanship and visionary collaborations with leading artists and designers. Founded in 1904 by master silversmith Georg Jensen, the company creates Scandinavian designed products including a home collection, jewellery, sterling silverware and watches. Globally, Georg Jensen has more than 100 stores in 13 countries. www.georgjensen.com