

RETAIL DIRECTOR NORTH AMERICA

The GANNI North America Retail Director works to consistently achieve sales goals through their team, along with driving critical initiatives. In this role, the Retail Director fosters and develops a culture that is customer centric, builds customer loyalty and community, and is determined to meet or exceed performance goals.

The Retail Director develops a plan of execution aligned with the North America strategy inclusive of hiring, retaining and developing the best talent, delivering best in class store experiences, building local community around in-store activations and programming, while translating GANNI brand vision to local markets.

RESPONSIBILITIES:

- Secure that the US retail organization meet set sales targets and KPI's
- Analyze and follow up on the sales results and take necessary actions to secure that the stores meet organizational target
- Communicate and drive company strategic direction and long-range plan. Develop and execute a local plan to achieve both long term and short-term financial objectives
- Oversee new store builds and openings together with company architect, local GC, GANNI digital/tech teams, HR support
- Support PR/Marketing teams with local opening plan and in store experience programming
- Work together with the digital department to leverage new tech/customer centric systems to increase store productivity
- Drive in-store sustainable initiatives (green energy, recycling, etc.)
- Build training programs to identify and develop top talent through succession planning, high engagement and learning
- Work with company buying and planning teams to ensure appropriate stock levels and localized assortment relevant for the market
- Establish and maintain standards of accountability and follow up
- Serve as an ambassador to the brand and direct link between HQ and all in-store personnel

QUALIFICATIONS / MINIMUM EXPERIENCE:

- Solid management background in a high-end retail environment in a Multi-store leadership role
- Minimum 5 years multi-unit high volume
- Highly complex business experience required
- Experience in best in class, digital first/ customer centric approaches to all aspects of business

APPLY:

Please send your application and CV to job.retaildirector@ganni.com.

As we interview candidates continuously, we ask you to kindly send your application as soon as possible.

[ganni.com](https://www.ganni.com)

GANNI