

# Turkey Jobs Expertini®

## Senior Specialist Retail Excellence

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Company: adidas

Location: Istanbul

Category: other-general

At adidas, every day is a chance to flip the script. An invitation to take everything we know and re-invent it. Do it better. Never settling for good enough.

Every day we get up, invent, adapt, improvise, find new ways to collaborate, and do the unexpected. We're creators, makers and doers. Helping athletes make a difference, not just in their games, but in their lives and in their world.

It's an obsession.

We've been doing this for more than 65 years. With an unmatched history and tradition of creating iconic products, consumer connections and experiences, we've been defining sport culture since the beginning.

And we're never done.

Come be a part of shaping the future together with us.

### **Purpose:**

A Retail Excellence Specialist is responsible for maximizing the KPIs of the retail stores by managing projects to decrease complexity, increase productivity and ensure corporate compliance at field level for all retail stores across the country.

### **Key Responsibilities:**

Support the operations team to deliver on large scale strategic projects and operational consistencies across own retail stores.

Retail excellence via assessment of markets' needs and build project plans to improve overall Net sales, KPI, Bottom line and cost saving measures

Independently take ownership of assigned project work to ensure the delivery of project plans on time and within agreed objectives.

Build comprehensive project plans for each project including success measures from all stakeholders, commercial implications and timelines.

Track progress of ongoing initiatives.

Support in the research, delivery, implementation, and measurement of local Retail Back Office related projects as required, such as the Consumer Service Model and other key business drivers.

Drive a culture of sharing and adopting global best practices across the region.

Support in the development of a robust reporting framework to measure performance through key Retail KPI's and consumer insights to SLT, Retail Back Office and Retail Operations teams.

Lead weekly cross functional meetings including the reporting of weekly retail performance KPI's and co-ordination of key actions as aligned between teams.

Support store roll out strategy and planning including store approval process (Store opening/closure/renovation process coordination)

Train retail staff in the operation of tools and methods such as House of Retail, GROW, NPS, ThinkTime and other Global and market initiatives as directed by Global Retail Operations and Hub Retail Operations.

### **Key Relationships:**

Customers

Senior Retail Director, Retail Director, Global Retail Centre of Excellence (CoE)

Market Retail team including:

Retail Back Office (RBO) team

Retail Operations Managers, Store Managers and their Store teams

Real Estate & Store Development Team, VM Team

Merchandising Team

HR, Finance

**Requisite Education and Experience:**

Bachelor's Degree in Business Administration (ideally with marketing and sales focus), Economics or Engineering from reputable universities

Minimum of 4 years experience in the retail and trade marketing industry, ideally in apparel/fashion/shoes or FMCG, with an operational background and working across different countries

Excellent communication skills including impactful presentation skills, influencing and negotiating and change management

Advanced numeracy and literacy, with good IT skills (Word, Outlook, Excel, PowerPoint)

Geographical mobility

Fluency in English

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