

## Watches & Fine Jewelry Area Manager

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Company: CHANEL

Location: İstanbul

Category: other-general

Travel Retail EMEA and Export Local Markets operations are covering different type of business models : Travel Retail Operations, Markets with Distributors, Affiliates, with a high complexity considering the very various level of business maturity, the large geographical perimeter and the strong cultural diversity.

As for the WFJ activity, we are currently operating through our own Fashion Boutiques (Türkiye), our wholesale network in local markets (Türkiye, Israel, Greece, Saint Barthelemy) and travel retail (Istanbul). This scope of operations might evolve, considering the dynamic environment in which we are in.

Position in double operational reporting to Area Director and Managing Director Türkiye, and in functional reporting to Europe WFJ Wholesale and Retail Other Europe Director and close relationship with Fashion Other Europe Director.

### **IN THIS METIER, YOU ARE RESPONSIBLE OF :**

Adapting and implementing the Europe Watch & Fine Jewellery strategy to Türkiye affiliate and Export & Travel Retail perimeter to develop WFJ activities on every network by :

- animating commercial relationships with distributors and develop suitable partnerships-
- defining the sales and marketing plan in accordance with Europe Region's strategy and contribute to the budget process-contributing to 360° implementation (Marketing, Press, Media)-ensuring its effective implementation (novelties launches, replenishment, level of stock...)-product assortment availability ; re-orders, optimization of stock-training local staff and animate the WFJ Communities-implementation of sales techniques and business coaching, and customers service excellence

The WFJ business is today experiencing a change of scale in our Fashion network, you will support our Turkish Boutiques with a strong in-store presence :

-having a strong collaboration with the Fashion Team in Paris to define budget and animation plan in boutiques-animating the local WFJ community (Managers & WFJ Referents)-being an active partner to develop High-End in Türkiye (Comète Program & client treatment)-analyzing sales and participates in forecasts set up KPI's and appropriate reporting to measure store performance

With a degree from a leading business school and from the watchmaking industry, you have at least 5 years' experience in sales or retail management.

You are familiar with luxury industry and its sense of detail, you have a strong taste for the operational, your agility and solution-oriented approach are essential skills to carry out orchestration of the various projects. In a multi-cultural environment, with a relational ease, a sense of service and team spirit, you know how to federate and foster collaboration between teams.

This position implies multiple travels abroad and strong presence in store.

English and Turkish are mandatory.

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