



La Prairie is the leader in luxury skincare, present in 90 countries around the world. Synonymous not only with luxury, the La Prairie name evokes innovation, performance, high-touch service and Swissness — the purity, precision and excellence inherent to the extraordinary land that saw the brand's inception in 1978. La Prairie endeavours to fulfill a quest for timeless beauty through the highest standards of advanced technology combined with exquisite formulations and elegant packaging — elevating science to art.

For our Spanish affiliate in Madrid, we are looking for an experienced

Retail Manager El Corte Inglés

In this role, you are responsible for achieving the company's retail objectives by the development of a drive to market strategy, commercial plan and field management in our key retail channel in terms of sell out, image and service: Department Stores (El Corte Inglés).

Responsibilities

- Brand Strategy:
Participating in the development and implementation of a retail business plan for El Corte Inglés, in collaboration with marketing, finance, training and with support of retail field managers
- Brand Action plan:
Implementation of El Corte Inglés marketing and animation plan in field, with the support of marketing and communication / social / digital team
- Sales Agreement and Retailers condition and p&l:
Negotiation and definition of a business agreement with El Corte Inglés on all key business topics (margins, store locations, animations, etc) in line with economic objectives, supported by sales direction
- Budget and Economic Evaluation of Drive to Market:
Be accountable for the right spending in terms of discounts, rebates, returns and commercial investments in line with budget. Constantly measure ROI on all business actions.
- Sell out, stock, Competitors track and report:
Ensure the key information about market environment, brand sell out and stock at retailer, and provide monthly report in terms of sell out trend and comments about market trend and competitors
- Leadership and Team Management:
Set clear individual objectives and targets to retail field managers and BA's. Coordinate and motivate all field team, following up execution, running a yearly evaluation and developing emerging talents

Qualification Requirements

- At least 5 years' experience in retail management in the luxury industry
- Strong sensitivity to customer service, retail and client relations
- Solid analytical, negotiation and relationship skills
- Good knowledge of MS Office
- Fluent Spanish and good English language skills are required

Start date: As soon as possible

Location: c/ Manuel Pombo Angulo 28 - 2ª planta, 28050 Sanchinarro / Madrid, Spain

Interested: If you are interested in this exciting position, please send your full application to:

Mr. Lorenzo Piacentini, Lorenzo.Piacentini@laprairiegroup.ch,

Ref.: Retail Manager ECI

