

## ***Retail Commercial Business Unit Managers (CBU/1214)***



### **The company**

Our client, a leading retail company in Greece, seeks to recruit for its Head Office in Athens two

### **Commercial Business Unit Managers (CBU/1214)**

The suitable candidates will develop and implement the own activity and supplier strategy, taking into account customer needs and market developments with the objective to increase sales and gross profit margins. The candidate will be responsible for 5 countries including Greece.

### **Main responsibilities**

- Holds the full P&L responsibility for the business unit
- Proposes activity and supplier strategy and ensures its implementation
- Defines merchandising standards and ensures their implementation, including promos and efficient Stock Management
- Defines category allocation within the stores and ensures the in-store execution in collaboration with Marketing and Operations functions
- Is responsible for the implementation of the Category Management Principles for the business unit
- Defines the year budget and monitors progress of the related KPI's
- Performs regular stores' visits to identify needs as well as market visits for competition checks
- Gets input and insight from all countries so as to properly coordinate and align them
- Collaborates with marketing so as to implement marketing plan, through efficient promos and communication
- Manages successfully within company policies all negotiations with the suppliers for own category
- Collaborates with Category Managers in order to build an efficient range
- Drives own activity product development (production) for his category

### **Key requirements**

- University degree, preferably in Marketing or Business administration
- Approximately 6 - 10 years working experience in similar positions, out of which at least 3 in managerial level
- Advanced knowledge of product and merchandising principles, methods and processes
- Experience in related Retail is a very strong asset
- Travelling availability
- PC literacy and excellent use of Excel; fully proficient in English

### **Professional Competencies**

- Drive for results through a strong customer focus and a sense of business ownership
- Strategic mindset combined with operational effectiveness
- Strong flexibility and time management skills
- Negotiation skills and ability to communicate effectively at all levels
- Building and leading performing teams

The position reports to Regional Commercial Director and supervises directly a team of 3 Category Managers. The company offers a competitive remuneration package and excellent prospects for career advancement.

Candidates who are interested should submit their application in English, quoting reference **(CBU/1214)**, to: [executive.recruitment@gr.pwc.com](mailto:executive.recruitment@gr.pwc.com)

All applications will be treated in strict confidentiality. Only suitable candidates will be contacted.

Copyright © 2014 PricewaterhouseCoopers Business Solutions SA. All rights reserved.

PwC refers to the Greece member firm, and may sometimes refer to the PwC network. Each member firm is a separate legal entity. Please see [www.pwc.com/structure](http://www.pwc.com/structure) for further details.