

BUSINESS MANAGER – OUTNET.COM

NET-A-PORTER is an established global Internet retailer of cutting edge luxury fashion labels, relied upon for its exceptional quality of service and eye for the next big thing. With an expanding domestic and global market, and revenues increasing month on month, we are now looking to add new revenue streams to the Group. This presents a fantastic opportunity to capitalise on our infrastructure and leverage against our expertise to launch a new global brand.

As such, we are seeking a talented retailer to take overall general management responsibility for an exciting new brand. Launching early in 2009 theoutnet.com will allow us to reach an entirely new global consumer profile. This role presents you with the opportunity to join the venture at the very early stages and as such influence how the final offer will look from the outset. With a commercial background in off-price retailing you will take fiscal responsibility for the outnet.com; setting the direction and strategy for the business and building a team to ensure we are maximising global sales and minimising risk across the division

"Net-a-porter has revolutionised the way we buy designer clothes." *Vogue UK*

Responsibilities

- P&L accountability for the outnet.com business (sales, stock, turn, margin and profit).
 - Develop and agree mid and long term objectives and plans in partnership with CEO and the Senior Management Team.
 - Take calculated risks to drive the business forward
 - Monitor business performance and formulate initiatives to deliver targets.
 - Work closely with our existing commercial teams (B&M, Ecommerce) in the formulation and execution of a competitive and profitable offer.
 - Operate cross-functionally with our existing full-price business, ensuring that we are offering a consistent customer experience.
 - Work in partnership with brands to deliver a compelling off-price offering.
 - Build, coach and develop a world-class team
 - To bring innovation and flair to this exciting new revenue stream
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Essential Skills & Requirements

- Graduate level education (or equivalent)
 - Extensive relevant experience in off-price fashion retailing, preferably within a multi-brand environment
 - Commercial experience gained in either a Buying or Merchandising capacity
 - Entrepreneurial spirit with the creative flair to drive a business forward
 - Numerate with strong analytical and computer skills.
 - Proven track record of delivering incremental sales growth in a commercial environment
 - Able to demonstrate significant previous experience of leading and working in cross functional teams.
 - Good judgement and decision making skills
 - Confidence in suggesting calculated risks and ability to create business opportunities and follow through.
 - Exceptionally Strong customer focus
 - Strong leadership and management skills
 - Discreet, professional and well spoken, with excellent communication skills, strong rapport building
 - Lead by example and through results
 - Pro-active and able to show initiative/ideas to constantly improve the NET-A-PORTER offering.
 - Desire to be the best and provide exceptional customer value and experience
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To Apply

Please send us an updated CV and a cover letter explaining why you feel you are suited to NET-A-PORTER and this role. These should be emailed to jobs@net-a-porter.com

NO RECRUITMENT AGENCIES PLEASE