

HEAD OF RETAIL FOR GROWING LIFESTYLE BRAND

Client :	Thomas Sabo UK
Sector:	Luxury Consumer Goods / Retail
Position Filled:	Head of Retail
Location:	UK & Ireland



CLIENT PROFILE

Thomas Sabo is an innovative, international company in the area of jewellery, watches and accessories that designs and globally markets lifestyle products for fashion-oriented, trend-conscious men and women.

THE NEED

Founded in Germany in the 1980s, Thomas Sabo is now an established international brand that is stocked by retailers throughout the world. It is also developing its own network of retail outlets to sell the Thomas Sabo range direct to the public and, despite the economic downturn, it has continued to grow and has established more than 40 Thomas Sabo branded outlets in major cities in the UK and Ireland. In order to maximize future growth the business needed to recruit a new, experienced, senior retail professional into the UK business to drive forward continued plans for expansion within the UK and Ireland.

WHY HUNTER & CHASE?

The Thomas Sabo UK Head of Organisation initially selected three London based Search firms that had expertise within the luxury brand and retail sector. Of the three firms approached, Hunter & Chase demonstrated the greatest understanding of the market and immediately impressed with their discretion and professionalism.

HUNTER & CHASE ACTIVITY

Following an in-depth brief of the Thomas Sabo strategy, culture and plans for the future, Hunter and Chase commenced the search for a suitable senior executive to drive the company forward. Through an extensive networking, filtering and interviewing programme, Hunter & Chase were able to present a shortlist of more than 12 candidates who had the potential to add value to Thomas Sabo UK. Then, following a thorough interview process, three top class candidates were identified, from which one individual was selected and appointed as Head of Retail for Thomas Sabo UK & Ireland. Hunter & Chase assisted with the negotiation of the salary and contract package and were able to resolve all issues quickly and effectively.

TESTIMONIAL

“ I chose Hunter & Chase because they showed the greatest understanding of the market and demonstrated a professional approach which was better than the other search firms I contacted. Once they were appointed, Hunter & Chase have taken the time to understand our business, our specific requirements and the profile of candidates that will succeed with us. Their professional and methodical approach, relentless effort and flexibility to support our hiring process, made them an excellent partner for this recruitment project. I would definitely use them in the future and recommend them to others within the luxury retail sector. ”

Head of Organisation, Thomas Sabo (UK) Ltd