

International market research provider dedicated to improving premium and luxury brands' performance is looking for a **French speaking Business Unit Manager for UK & Ireland**. You should have strong management and leadership skills as you will have several levels of staff reporting to you. It will be important to be able to leverage on our client's tools and findings to help the company's clients improve the customer experience they deliver. You will be reporting to the MD for Europe and the role is based in Central London.

ROLE:

Business Development

- Expand customer base, by identifying new business opportunities
- Turning prospects into customers

Client Management

- Build, maintain and enhance relationships with new and existing clients
- Maximize ROI for clients

P&L

- Execute the budgeted P&L
- Ensure business profitability

Recruitment, Training and Management of Business Unit Staff

- Attract, develop and retain talent
- Set KPIs and review team performance
- Validate & decide on bonus payments
- Review and approve monthly payrolls

Operations Management

- Ensure highest levels of quality when executing projects & business operations
- Project forecasting and planning
- Coordinate team activities

Budget

- Prepare, execute and monitor annual budget

Office Management

PROFILE:

- Fluent French and English (written and spoken)
- Educated to a Master degree in Luxury Management/Business Administration, Business School or similar
- Min 8 years experience in retail, consulting, marketing or sales within the luxury industry
- General management and leadership skills
- Business & Finance knowledge
- Consulting approach
- Excellent communication skills

SALARY: £45K negotiable according to experience + discretionary bonus