

# Divisional Director

## Retail Sales and Operations

### *M4/M5 Corridors*

Our client is the European market leader in its field, selling added value, specialist consumer products from 2,000 concept sites in 8 countries. It is a strongly branded, high profile group that owes its acclaimed success to high quality people and training as well as a genuine commitment to business excellence and customer service. The group's core UK operations employ more than 4,000 people in 6 regionally based divisions and part of the company's strategy now involves the appointment of a high calibre Divisional Director to assume overall responsibility for one of these divisions.

Reporting to the UK Operations Director, you will play a highly visible, pro-active role, being responsible for maximising customer service levels, sales and profitability throughout a networked territory of some 100 tactically located profit centres. This will involve advising, coaching and mentoring your regional management teams, empowering, developing and motivating them to optimise sales and profit performance from both proprietary and own brand products. It will also entail driving enhanced results by analysing and



FLETCHER JONES  
search and selection

*c.£60k + car, bonus & benefits*

acting on key performance indicators such as costs, stock levels, sales mix and margins as well as through leading by example to ensure the achievement of business objectives and customer demand.

A results and action-oriented high achiever, you will be a champion of customer service with a proven track record of operational sales and business generation in a customer facing, multi-site service company. This might include experience gained in the retail, leisure or automotive sectors or within another relevant B2C environment. Committed to leading from the front, you will have a "can do", hands-on approach with the ability to manage and motivate a large, geographically dispersed workforce in a highly competitive and commercial environment. The ability to think tactically, present, gain support and inspire confidence at all levels will also enhance your impact in this key role. This is an excellent opportunity to join a highly successful branded company where results are recognised and rewarded accordingly.

**Applications in strictest confidence, in the form of a CV and covering letter, stating salary details and quoting reference 16/ST/03 to: Charles McGarry or Martin Mackenzie at Fletcher Jones Ltd, Hanover House, 45/51 Hanover Street, Edinburgh EH2 2PJ.**

**Tel: 0131 226 5709, Fax: 0131 220 1940, email: [submit@fletcher-jones.co.uk](mailto:submit@fletcher-jones.co.uk) website: [www.fletcher-jones.co.uk](http://www.fletcher-jones.co.uk)**