



Chief Operating Officer - Luxury Goods & Jewelry

Overview:

One of the most successful Luxury Brand Watch & Jewelry Retail Chains in the Midwest is seeking a new COO to lead their plans for New Store Openings and continued Online Sales growth in 2021. This Independent Retailer is an established family-owned business selling High End Luxury Watches & Jewelry via their Retail Boutiques in Ohio.

The COO will report directly to the CEO/Chairman (current owner) and serve as the key decision maker in all areas of the business. This position is based in their Ohio Headquarters.

Compensation Range: \$200-250k+ Benefits & Relocation
(Base Salary depends on experience, Board Approval)

Goals:

The new COO will help carry out the 2021 Vision for the next chapter of Retail Growth in this company. This person will bring new ideas to the company, as well as help execute the current Omni Channel growth strategy. One of the first goals will be to focus on New Store Openings and help grow the company while recruiting new team members. The right candidate will also need to have a passion for Omni Channel, E-Commerce, Social Media & Digital Marketing as they will oversee the continued success of their Online business.

Resume Needed:

We are seeking a COO/Vice President with Luxury Goods and/or ideally Retail Watch & Jewelry experience who has a desire to become instrumental in the continued development and daily operations of an established eCommerce and Retail Luxury Watch & Jewelry Chain. If you have served as a Director/VP of Retail, Director/VP of Wholesale, Director/VP of Operations or COO in the past, and you are a "Hands-on" leader and willing to "Wear Many Hats" when needed, we would like to speak with you.

The ideal candidate is an experienced Retail & Ecommerce Executive with strong knowledge of Luxury Goods, especially Jewelry and Watches. This candidate should have experience managing and executing through a company's growth cycle. This candidate should have a "Can-Do" attitude and be a results-driven leader. This candidate needs to be currently based in Ohio, or willing to relocate to Ohio upon accepting the position.

Key Duties:

- Serve as a liaison and buffer between the CEO (owner of the company) and the staff. Communicate daily with our CEO on all categories of the business. Collaborate with the CEO on all plans for company growth and evolution through both eCommerce and Retail Stores in Ohio.
- Develop and integrate Recruiting and Staffing initiatives designed to attract talent.
- Execute on strategic New Store Opening projects to help growth of the firm.
- Creating Operations Strategy and Policies/Procedures for employees.
- Serve as part of the Human Resource Management of the company.
- Ensure all HR programs align with the company's core values and culture.
- Provide leadership and help develop employee morale in the company.

Critical background:

- Retail Store and/or Corporate experience in Luxury Watch and Jewelry industry.
- Experience in Retail Store Operations, Luxury ECommerce and Online Marketing.
- Experience working as an executive leader in a family-owned business dynamic.
- Record of success in a well-known Premium Luxury Brand Organization.

Requirements:

- College Degree or equivalent required. GIA training a plus.
- Strong experience in Corporate Retail, Wholesale, Fashion or Luxury Goods Management. Independent Jewelry Chain experience a major plus.
- Ability to develop and adhere to a budget consistent with organizational objectives.
- Ability to develop or revise HR procedures, policies, and guidelines.
- Proficiency in Microsoft Office Suite, especially Word, Excel, and PowerPoint.
- Proficiency with Order Fulfillment in e-Commerce business.
- Experience with Point-of-Sale Inventory Management Systems.
- Understanding of Omni Channel & the Digital Transformation of Retail.

If interested kindly email your CV to Resumes@OmniChannelCareers.com