



# Example of Retail Strategy Job Description

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Our company is growing rapidly and is hiring for a retail strategy. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for retail strategy

- Support periodic review of EMEA Retail performance in key markets
- Manage content and production of regular documentation and presentations for internal communications and committees
- Own and drive multiple key initiatives within merchandising and business development functions that align with the strategic priorities of Hotels.com
- Conceive of and drive innovation within merchandising through competitive benchmarking, primary and secondary research, data analyses and more
- Identifying how promotional levers can be used to drive growth and profitability across our channels and worldwide point of sale
- Optimizing the global mix and cadence of promotional activities to drive sales growth and profitability
- Driving forward the Product Test & Learn program as it relates to Retail functions
- Perform quantitative and qualitative analysis of existing merchandising and affiliates performance and initiatives critical to the ongoing growth of the company and translating them into actionable insights
- Provide financial modeling support for analyzing potential growth or business improvement opportunities, the development of long-range strategic plans
- Provide communication for the exchange of ideas and information with the department and with internal and external customers

## Qualifications for retail strategy

- Extensive understanding of key R&BB processes (from a risk perspective) including account opening, key product delivery processes and back office settlement/fulfillment processes
- Knowledge of the R&BB businesses (including BS&SI), including knowledge of regulatory compliance, would be considered an asset
- Highly developed interpersonal and presentation skills with a strong ability to manage key client and partner relationships
- A minimum of 5 years in a senior risk, compliance or audit function within the financial services industry
- Clear understanding of the R&BB business objectives and strategy
- Ability to influence senior stakeholders in situations that require cooperation and/or consensus