

Principal Responsibilities

- Working with Buying, Merchandising, Retail and Marketing teams to originate and implement VM guidelines, procedures and standards
- Work cross-functionally to ensure all VM disciplines are implemented in accordance with guidelines
- Continually develop and improve window and internal display concepts for all product categories, particularly, rings, generic jewellery and own brand lines
- Liaise with Retail, Buying and Brand Partners' VM teams on sourcing, placement, maintenance and upgrade of all branded watch and jewellery displays.
- Ensure Fraser Hart is consistently at the forefront of implementing new displays and reinforce our aim to be the retailer of choice for our brand partners
- Build excellent relationships with Brand Partners' VM & Marketing teams so that feedback on display implementation and VM effectiveness can be given and received in a positive and constructive manner
- Ensure all retail teams are trained and updated on use and maintenance of all display formats and correct product placement requirements
- Liaise with Retail Management team on the standard of maintenance or implementation of display formats, encouraging an industry-defining high standard
- Provide support to retail teams in sourcing or implementing unique or bespoke display requirements for individual stores
- Manage the design, sourcing, pricing, production and delivery of all display components for generic and own brand ranges.
- Work closely with Property Manager on the installation of all display concepts in new shops and refurbishments
- Liaise with Buying, Merchandising and Retail Management on performance of display formats and positions to maximise sales per allocated retail area
- Control and account for the visual merchandising budget

To meet the demands of this challenging new role you should have at least 5 years experience working within either the retail jewellery or luxury goods sectors and have excellent visual, creative and commercial skills with a keen sense of detail. You will be able to work cross- functionally in a small team of dedicated and passionate people, ensuring all the visual merchandising disciplines are implemented to the highest standard.

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Applications with full details to nick.hamley@fraserhart.co.uk by Friday, 11th November.

SKILLS, KNOWLEDGE AND EXPERIENCE:

The VM Manager will have;

- At least 5 years' experience in a Visual Merchandising role, preferably in the jewellery retail or branded goods distribution sectors
- Strong visual, spatial, creative, design and presentation skills, with a keen attention to detail.
- Ability to reconcile product, price, promotional and creative imperatives
- Proven ability to manage and implement projects
- A thorough understanding of the retail environment, preferably in the field of jewellery and watches.
- Excellent communication, inter-personal and negotiation skills and the ability to effectively articulate VM concepts and their business cases; to persuade and influence at all levels of the organisation so the VM message is clearly understood and subscribed to.
- Proven experience in people management with a focus on discipline
- Drive and initiative, particularly in time management, problem solving and decision-making.
- A record of building and maintaining effective business relationships with internal staff at all levels as well as suppliers and other parties.
- Sound budgetary and financial awareness and business acumen