

HEAD OF STRATEGY & BUSINESS DEVELOPMENT

The Company:¹

Our client is an international specialty retailer at the service of the consumer market active in around 15 countries.

The company was able to extend its operations extensively through the 30 years of history via its innovative approach to the retailing market.

Turkey operation of the company was established in the last years of 2000s and has been growing rapidly.

The Position:

The position is “**Head of Strategy & Business Development**” based in Istanbul, Turkey Headquarters.

The Head of Strategy & Business Development reports directly to CEO and coordinate with other directors, group managers as well as 3rd parties.

The Head of Strategy & Business Development is part of the local management team, acting as subsidiary’s top executive, playing a strategic role in the company’s strategic direction, development and future growth.

The main responsibility of the position is to lead the efficiency and sustainability project, enabling the new G2M strategy in coordination with the local management team and 3rd party management consultants. (S)he will act as the point of contact for efficiency and sustainability project both internally and externally and will coordinate the local management team as well as the external management consultants.

The Head of Strategy & Business Development defines and implements local country strategy, objectives and business plans as well as ensures business development and achievement of defined financial targets and KPI’s in conjunction with the Regional and BU strategy and guidelines, in coordination with the local management team.

The person is expected to revisit the commercial processes and strategies and will build and/or tune-up the processes and procedures in order to establish a stable and effective commercial growth for the company.

The person is also expected to generate and/or update report standards for the local management team in order to furnish the strategic decision process.

Additionally the person will support and assist the CEO as an advisor, to be aligned with the strategy project and will support the CEO in his strategic works as well as business development activities.

In conjunction with the efficiency and sustainability project, the person will also take leadership within business development activities enabling the company to be active in alternative commercial channels. The person will also evaluate the new business concepts with the strategic and commercial approach and will coordinate with the local management team to take necessary actions to activate the concepts.

The Head of Strategy & Business Development is expected to act in parallel to market conditions, meaning performing with a hands-on style and providing guidance to the local team in a fast moving and competitive market.

¹ Due to confidentiality reasons of our client only limited information can be released to the public. Detailed company information will be released during the process for the qualified applicants.

The Candidate:

- University degree from reputable universities is a must, preferably in business administration or related disciplines, master degree is a plus
- Around 10 years of experience in Strategy and Business Development at preferably in retailing market or at least consumer focused commercial organizations.
- Minimum 3 years of management experience in multinational retailing or consumer markets related companies.
- Around 3 years of work experience in management consulting companies with a strong focus on commercial strategy.
- Proven experience in strategic commercial management, preferably acted as an advisor during this assignment.
- Preferably sales & marketing experience in retail or consumer focused organizations.
- Proven experience of commercial strategy management, perfect understanding of Turkish consumer market.
- Ability to act customer oriented with an entrepreneur style with a committed approach.
- Excellent organization skills with a committed approach on processes and deadlines.
- Perfect understanding of financial instruments, familiar with commercial number driven organizations.
- Perfect reporting skills, able to build-up report structures with strong KPI focus.
- Excellent business development skills, able to identify innovative and alternative G2M structures.
- Perfect understanding of international company standards, ability to work in a matrix structured organization.
- Hands-on, Entrepreneurial personality with an ability to take initiatives.
- Ability to act as a business partner with a strong commercial approach.
- Fluency in English language

To Apply:

Please send your detailed CV to gulsevergin@dataexpert.com.tr with the reference code. (Ref: HSBD)