

Job Title: Brand Manager (Full-time)

Job Description:

I. Primary Purpose

Work with CEO to develop and execute global brand strategy. Compile and analyze customer insights, market trends, and competitive landscape to identify business opportunities to further solidify Curiel's leading position in haute couture. Be responsible for translating the opportunities into fully-integrated marketing plans across Communication, Publicity, Digital, Social Media, CRM and E-Commerce.

II. Key Responsibilities

—Branding & Marketing

- Work closely with CEO to determine market potential and distribution plan. Prepare, propose and participate in retail network evolution plan based on sales trend, performance and retail projects to CEO and corporate relevant team to achieve Fiscal year plan.
- Take in charge of new store openings, store relocation and closures projects.
- Collect competitive intelligence, consumer insights, overall market/economic trend and perform in-depth analysis on the implications of these insights.
- Acted as key contact head and representative of Brand for global marketing projects.
- Ensure brand premium image is well positioned without compromise under rapid expansion retail network (media/PR event/digital marketing/CRM activity/VM guideline). Ensure the new channel of communication well capturing more brand awareness among new generation and new customers. Enhance the retailer relationship and maximize brands' exposure.

—Sales and P & L Management

- Develop and implement financial target according to Fiscal Retail Sales, Net Sales and Net Operation Profits targets and allocate the target to each region.
- Lead and monitor the annual merchandizing sales forecast by season.

—Human Resources & Team Management

- Prepare/review/confirm the annual headcount plan cooperating with head office HR team.
- Centralized the back office function team and restructured sales organization to ensure the efficiency and consistency of operation and branding.

Requirement:

- Holder of MBA degree required
- Minimum three years consulting, banking, branding, marketing, luxury management related experience, highly knowledgeable of relating industry and branding. The ideal candidate will be a blend of traditional marketing strategist and social platform expert.
- Experience working in retail, luxury management, haute couture, consumer goods industry is a plus.
- Excellent leadership, organization skills, and problem-solving skills.
- Possesses functional knowledge and expertise in producing presentation reports-analyze, review, and report on effectiveness.

Job Title: Finance Manager (Full-time)

Job Description:

- Corporate and financial restructuring.
- New brands investment and acquisition.
- Development of annual business plan and ensuring timely submission of forecast revisions
- Reporting of variations to the business plan and ensuring remedial action is taken in order to address any risk potential to the plan
- Continual development and documentation of internal processes to meet external accounting standards
- Pricing and costs models preparation
- Monitor and develop insight on the quantitative and qualitative performance of the function
- Establish and implement policies and processes within the company to ensure the integrity of accounting records and financial information

Requirements

- Master's degree in Finance, Accounting or Business Administration required, MBA degree is a plus.
- Minimum 5 years' experience in a senior accounting role preferably in retailing and luxury industry
- Excellent leadership, organizational and prioritization skills.
- Both fluent English and Mandarin

Brand Strategy Summer/Winter Intern (For 1st year MBA candidates)

Job Description:

I. Primary Purpose

Closely work with group CEO and Brand Manager to develop and execute global brand strategy. Compile and analyze customer insights, market trends, and competitive landscape to identify business opportunities to further solidify Curiel's leading position in haute couture. Be responsible for translating the opportunities into fully-integrated marketing plans across Communication, Publicity, Digital, Social Media, CRM and E-Commerce.

II. Key Responsibilities

—Branding & Marketing

- Work closely with Brand Manager to determine market potential and distribution plan. Prepare, propose and participate in retail network evolution plan based on sales trend, performance and retail projects to CEO and corporate relevant team to achieve Fiscal year plan.
- Collect competitive intelligence, consumer insights, overall market/economic trend and perform in-depth analysis on the implications of these insights.
- Ensure brand premium image is well positioned without compromise under rapid expansion retail network (media/PR event/digital marketing/CRM activity/VM guideline). Ensure the new channel of communication well capturing more brand awareness among new generation and new customers. Enhance the retailer relationship and maximize brands 'exposure.

—Sales and P & L Management

- Develop and implement financial target according to Fiscal Retail Sales, Net Sales and Net Operation Profits targets and allocate the target to each region.
- Lead and monitor the annual merchandizing sales forecast by season.

Requirement:

- MBA Degree Candidate.
- Experience working in retail, luxury management, haute couture, consumer goods industry is a plus.
- Excellent written and verbal communication skills. Mandarin speaking skill is a plus.
- Excellent leadership, organization skills, and problem-solving skills.
- Possesses functional knowledge and expertise in producing presentation reports-analyze, review, and report on effectiveness.