

THE EDWARD ALEXANDER GROUP

Job Description

Title Commercial Manager

Reporting to Group CEO

About The Edward Alexander group

The Edward Alexander Group has been established to acquire, integrate and grow a select number of highly-complementary luxury interior furnishing brands that command a premium positioning, are manufactured by craftspeople in the UK, and are imbued with a rich heritage and history.

The Edward Alexander Group is backed by [Oakfield Capital Partners](#), a private equity firm, who have made an initial investment to support the group's expansion plans and to add complementary brands to the group. The group currently consists of 4 brands: Collier Webb, George Spencer Design, Gainsborough Silk Weaving and Mckinney

Description

We are looking for a highly organised, results driven manager to ensure successful delivery of key initiatives and projects as we work with all the brands in our portfolio to drive sales and profitability. We have ambitious plans for all our brands, and this requires us to move forward quickly and effectively with implementing our strategy. Reporting to the group CEO this is an opportunity to join a new team and help shape the groups future

Key responsibilities

- Project planning; setting out timelines and critical paths for key projects such as showrooms, trade shows, web development and seeing through to successful delivery
- Breaking projects down into specific actions and setting timeframes
- Vendor management of outside service providers to ensure group gets best service and value for money
- Day to day liaison with brands and their teams to deliver with quality and to budget
- Identify and communicate critical paths and other key dependencies.
- Project reporting of progress, updates to the executive committee,
- Strategic Agility, ability to manage multiple projects at the same time such as a showroom build or sourcing of companywide 3rd party service providers
- Build relationships throughout the company that inspire confidence and trust
- Identify and work on opportunities to take advantage of synergies within the group
- Escalate issues and ensure timely resolution
- Compile monthly management reports

Skills and experience

- Organised and detail orientated
- Strong communication skills.
- Able to build strong, trustworthy, working relationships, enthusiastic attitude to work.
- Experience of delivering projects on time and within budget

- Ability to be an influencer to ensure the brand's management are on board with objectives
- Manage the on-boarding process for any new acquisitions
- Successful track record of delivering projects
- Experience in Premium / Luxury goods industry especially Homeware preferable
- Good knowledge and experience of Microsoft Excel, PowerPoint and other project management tools.

To apply, please email your CV and covering letter to Mark Nevill - MarkN@edwardalexandergroup.com