

## RETAIL CONSULTANT, AUGUST 2017

### HARPER DENNIS HOBBS

Harper Dennis Hobbs are an independent real estate practice focused on retail property, both in the UK and internationally. The company totals over 40 members of staff who work in an office on Regent Street, north of Oxford Circus. HDH deal with every facet of retail real estate, primarily focusing on retailer acquisitions for some of the world's most famous brands. Departments include UK agency, investment, leisure, general practice, travel retail, offices and retail consultancy.

HDH are a growing business, fiercely independent and acknowledged throughout the industry for our integrity, professionalism and for providing market leading advice.

### THE RETAIL CONSULTANCY TEAM

The Retail Consultancy team at HDH specialises in providing retailers with bespoke advice on store portfolio management and location strategy. Statistical-rigour is at the heart of what we do: we forecast store performance, allowing retailers to de-risk expansion strategies. Together, the team has many years of experience in the field, having advised a number of prestigious clients in both the UK and global markets, including Holland & Barrett, Moleskine and Jaeger.

The team also advises landlords and investors on both existing and new retail developments; for example, assessing the demand for different sectors of retail, and recommending the appropriate size and format of a new shopping centre.

Operating as a distinct arm of the business, the Retail Consultancy team offers independent, market-driven advice.

### THE ROLE

Job Title: Retail Consultant

Reports to: Director of Retail Consultancy

Location: London Regent Street (close to Oxford Circus tube)

## ROLE PURPOSE

This is an important role, working as a retail consultant to advise both retailers and landlords on optimal strategies. The job will involve a varied mixture of analysis alongside more qualitative work, including writing reports, attending meetings and presenting findings to clients. The applicant will need to enjoy both managing their own projects and working closely with others.

The analytical side of the role will involve frequently working with data in Excel, research and data gathering from internet sources, and mapping of data using Geographical Information Systems (GIS). Training and support will be provided.

An interest in retail is essential; the successful applicant will need to keep up-to-date with the latest trends in retail and show an enthusiasm for these developments.

## KEY RESPONSIBILITIES

- Analyse data, such as store turnovers, often using regression analysis or other statistical techniques to spot trends.
- Interpret, display and explain data in a simple way that makes sense to the client and provides insight.
- Contribute to structuring and pulling together the content of presentations to clients.
- Maintain a competence with using GIS to visually display geographical data.
- Conduct desk research and aggregate a range of relevant data from different sources.
- Research a retailer, shopping centre or sector in the field, both within the UK and abroad.
- Provide results to clients and support the sales process.

## PERSON SPECIFICATION

- Good interpersonal skills.
- Ability to prioritise and co-ordinate tasks efficiently ensuring all deadlines are met.
- Maintains a positive attitude towards routine tasks.
- Accurate and exceptional attention to detail.
- Pro-active and enjoys working autonomously and as part of a wider team.

- Confident and assertive where required.
- Sociable and outgoing.
- Flexible approach to work.
- Team player who deals effectively with colleagues and clients.
- Ability to deal with an, at times, high pressure environment with tight deadlines.

## REQUIREMENTS

- Degree in Geography, Economics or another relevant degree.
- A mathematical and analytical mind.
- GIS software experience a benefit but not essential.
- A real passion for retail, and genuine interest and understanding of the retail environment now and in the future.
- Good IT skills - Excel and Powerpoint to a high standard in particular, and other general Office tools e.g. Outlook, Word etc.
- Good communication skills, both verbally and written.
- Any foreign language skills (particularly European languages) a benefit but not essential, as is willingness to travel on occasion in the UK and potentially abroad.

## APPLICATION PROCESS

Please provide a short cover letter outlining your interest in the role and a CV by 8<sup>th</sup> September 2017. Successful applicants will be invited to interview.

Applications should be sent to:

Andrew Metherell, Senior Retail Consultant

Email: [AndyMetherell@HDH.co.uk](mailto:AndyMetherell@HDH.co.uk)

Deadline: 8th September 2017