



ORESA
EXECUTIVE SEARCH

Case Study

MD to start
NEW BUSINESS
for £1bn GROUP



- **THE BUSINESS**

Our client is a publicly traded, international fashion retail group operating a number of fascias and brands. It has over 800 stores worldwide and a turnover in excess of £1bn.

- **THE CHALLENGE**

The Group believed the time was right for the launch of a new multichannel retail concept. ORESA was charged with the identification of suitable individuals within the high street fashion market; those with the capacity, creativity and vision to lead an innovative, large-scale project such as this. The expectation was that the chosen individual would receive a percentage of equity plus a package commensurate to the task in hand.

- **THE SOLUTION**

ORESAs utilised its existing market knowledge and extensive network of industry contacts to identify a shortlist of brand and buying directors, as well as MDs, already operating within the multichannel fashion space and ready for a new challenge. Two of these were invited to present their business plan to the Executive Chairman of the Group. Subsequently, one was selected and given the opportunity to start their own company with the backing of the Group.

- **THE RESULTS**

Following the placement of the MD for the new concept, ORESA supported this individual by developing an organisational design for the new business, putting together job descriptions, and recruiting numerous key individuals including a COO and Head of Merchandising.

Further work with this client is ongoing.

- **CONTACT US**

Our experience of working with every type of business, from start-ups to major corporates, means we are experts at linking our clients' talent strategy to their business needs, whatever unique challenges they may present. For a confidential discussion, phone +44 (0) 203 675 1459 or email Orlando Martins at orlando@oresa.co.uk