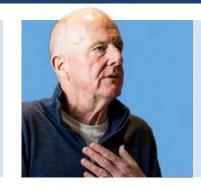
### The Richmond





The Power of Inclusion,
Sarah Welsh, CEO of Retail at N Brown
Group discusses the importance of inclusion and the power of women in retail.



An audience with Nigel Oddy
With over four decades of retail experience under his belt, Nigel is no stranger to the twists and turns of the industry.

The Retail & eCommerce Directors' Forum 2024

Highlights

TRANSFORMING INSIGHTS INTO ACTION. FAST.

eremy Schwartz, former CEO Pandora, and MD for L'Oreal UK and Sainsburys together with Natalie Berg, Retail analyst, opened The Richmond Retail & eCommerce Directors' Forum with a deep dive into the exciting transformations reshaping the retail sector. They talked about everything from the fusion of technologies, innovation, and purpose-driven strategies to navigating leadership challenges and paving the way for a new era of commerce. Capturing their discussions was tantamount to designing a roadmap for retailers to thrive now and in the future.

#### **Tech-Powered Retail:**

Technology is revolutionizing retail operations, from streamlining efficiency to enhancing customer experiences, making shopping more seamless and enticing.

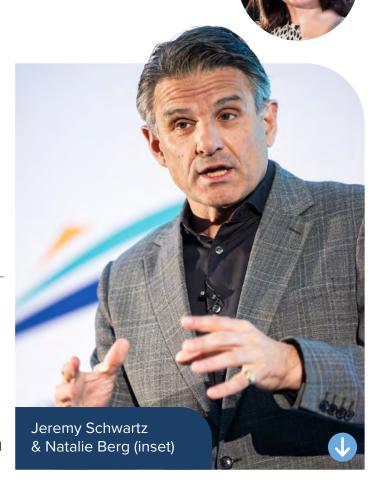
#### **E-commerce Evolution**

With the rise of AI, social commerce, and immersive experiences, e-commerce is becoming more engaging and multi-dimensional, catering to evolving consumer preferences.

"Happy employees are essential for happy customers. Retailers should focus on rewarding and providing autonomy and flexibility to their staff." says Jeremy

#### **Purposeful Branding:**

Understanding brand purpose and customer needs is essential for retailers to remain relevant



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and resonate with their audience, as exemplified by Sainsbury's and Pandora's successful turnarounds. There were some emerging themes coming across from Jeremy including:

#### **Culture of Innovation**

Embracing a culture of innovation is crucial for retailers to adapt to changing consumer demands and drive continuous improvement, inspiring leaders to foster creativity and agility within their teams.

#### **Employee Satisfaction**

Happy employees translate to happy customers, underscoring the importance of rewarding and empowering staff, as demonstrated by companies prioritizing autonomy and flexibility.

#### **Agile Leadership**

Leaders face challenges in decision-making and workload management, emphasizing the need for agile leadership to navigate complexities and drive performance.

#### Transforming Insights into Action

Rapidly converting data insights into actionable strategies is paramount for retailers to stay competitive and meet evolving consumer demands, exemplified by dynamic pricing models and personalized customer engagement strategies.

Embracing sustainable practices and models is vital in meeting consumer demands and driving long-term success, urging retailers to prioritize environmental responsibility alongside profitability. 70%

of delegates said that there is an increase in their company's turnover as a result of attending the forum

#### **Key facts**

Dynamic pricing faces challenges in retail sectors like food and drink due to continuous supply, making it less effective compared to sectors with limited supply.

#### Successful turnarounds,

like those of Sainsbury's and Pandora, were driven by deep insights into customer preferences and behaviors. Consumers demand more convenience and get bored with new things faster, necessitating continual innovation in retail.

**E-commerce** is expected to continue growing, driven by convenience, choice, and new sales channels like social media.

#### **Action Points**

**Embrace a culture** of perpetual innovation to stay competitive in the dynamic retail environment.

**Focus on rewarding** and providing autonomy and flexibility to employees to ensure their satisfaction, leading to better customer experiences.

**Quickly transform** business insights into actionable strategies to adapt to changing market dynamics.

#### Implement dynamic pricing

strategies tailored to specific industry needs and consumer preferences.

#### **Invest in understanding**

customer preferences and behaviors to drive successful turnarounds and continuous **Empower teams** by removing obstacles and facilitating collaborative decision-making to enhance efficiency.

Innovate in sustainable practices and business models despite challenges, such as high costs and investment requirements.

**Utilize AI** and data-driven insights to enhance operational efficiency and offer personalized customer experiences.

#### **Navigate corporate politics** and persist with good ideas to

and persist with good ideas to drive innovation within large corporations.



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## IMMERSIVE DIGITAL EXPERIENCES

Jordan Bourse, Client Partner, TikTok. Shannon Edwards, former Director of Marketing, Charlotte Tilbury, and Daniel Rowles, Programme Director, UCL. Moderated by Natalie Berg, conference chair.

elegates welcomed a far reaching look into the evolving landscape of online retail, focusing on the integration of social platforms.

The rise of TikTok as not just a social platform but also a burgeoning commerce hub. TikTok's introduction of TikTok's introduction of TikTok shop has enabled brands to host their own stores on the platform, leveraging the power of influencers and affiliates to drive traffic and sales. Additionally, innovative ad formats like video shopping ads have facilitated seamless transitions from content to commerce, capitalizing on TikTok's engaging user experience.

"Live streaming is used as a sales channel within TikTok Shop, popular in Asian markets and among luxury brands."

Challenges remain, especially regarding attribution modelling. The panel emphasized the need for more sophisticated analytics to accurately measure the impact of marketing efforts across multiple channels. Traditional last-click attribution models often overlook platforms like TikTok, which prioritize video content and engagement over direct clicks. Embracing emerging technologies like AI and augmented reality (AR) to enhance the online shopping experience. AI-driven personalization and AR-powered

#### **Key facts**

**TikTok Shop allows brands** to have their own store on their TikTok profile, utilizing creators and ads to drive sales.

Al is seen as a tool for efficiency and personalization in business, with potential applications in automating tasks and enhancing customer experiences.

Amazon is missing out on opportunities due to the absence of a content engagement piece in its strategy.

Retailers are focusing on acquiring first-party data from their websites to better understand and serve their customers.

virtual trials offer immersive experiences that bridge the gap between digital and physical retail environments.

The panel stressed the significance of authenticity and creativity in brand communication on platforms like TikTok. Brands that embrace a test-and-learn mindset and engage authentically with their audience stand to succeed in the ever-evolving digital landscape.

As the industry continues to evolve, embracing innovation and fostering authentic connections with consumers will be key to driving success in digital commerce.



#### **Action Points**

Embrace TikTok Shop and live streaming features to enhance sales and engagement.

**Utilize AI** and augmented reality for personalized customer experiences, especially in beauty and fashion.

Adopt a test and learn mindset on platforms like TikTok, focusing on authenticity and creativity in content creation. Invest in first-party data acquisition to understand and serve customers better, enhancing marketing strategies.

**Explore opportunities** for content engagement, especially in the upper funnel of the marketing process.

**Collaborate with content creators** to authentically promote brands to their audience on platforms like TikTok.

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## WHAT THE ECONOMY MEANS FOR RETAILERS

Our resident economist, Simon French, Managing Director and Chief Economist for Panmure Gordon gave delegates an economic overview which offered some welcome positivity.

ood news! The big headwinds to retail margins seem to have eased with shipping rates and gas prices having eased and inflation (hopefully) falling to less than 2% in the summer.

Global inflation and UK inflation have throttled back (CPI) however services and goods inflation are at very different levels. Food prices are murmuring but still in deflation meaning food price index has to come down. Which all means UK real incomes are growing again, as consumer staples are moderating.

The labour market has adjusted (post Covid) but it's not all good:

- Labour demand has normalised to pre-pandemic levels.
- There has been a 40% increase (v pre-pandemic) of people not seeking long term employment. This equates to 9.4m people of a working age not in employment.

The UK property market is a £9 trillion asset in the UK, however average property prices have not kept up with average price levels in the UK over recent years.

The UK savings and debt levels have evened out in recent years. This is a huge difference to the US where debt to savings ratio is much higher, with the US having a much greater appetite for credit.

Retailers are a key focus for an incoming Labour Simon French government and they have highlighted a 5 point plan for them: Tackle anti-social behaviour 2 Revamp empty spaces 3 Reduce late payments 4 Increase banking hubs 5 Replace business rates There has been a 40% increase (v prepandemic) of people not seeking long term employment. This equates to 9.4m people of a working age not in employment.

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## AN AUDIENCE WITH NIGEL ODDY

## FROM RUNWAYS TO FAIRWAYS

**CEO, American Golf** 

"Just like a well-executed swing, a successful retail strategy requires precision, focus, and a whole lot of practice,"

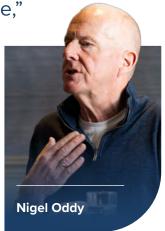
With over four decades of retail experience under his belt, Nigel is no stranger to the twists and turns of the industry. From his days as a CEO to his adventures on the international stage, Nigel has seen it all.

As he puts it... "Retail is like a round of golf – you never know what challenges the course might throw your way, but with the right strategy and a bit of determination, you can conquer anything."

Drawing from his vast experience, Nigel emphasizes the importance of clear vision and effective leadership in navigating the ever-changing retail landscape.

"Just like a well-executed swing, a successful retail strategy requires precision, focus, and a whole lot of practice," he says.

At the core of Nigel's retail philosophy is a simple yet powerful idea: the customer always comes first.



"In golf, every shot counts, and the same is true in retail," he says.

"By putting our customers at the centre of everything we do, we can create meaningful experiences that keep them coming back for more."

From personalized service to unique in-store experiences, Nigel believes that building strong relationships with customers is the key to success in the digital age.

"In the end, it's not just about selling products – it's about creating moments that matter," he adds.

#### **Action Points**

- Develop a clear vision and strategy that is easily understood by everyone in the organization.
- Treat every customer as a VIP to enhance customer satisfaction and loyalty.
- Embrace and drive change, adapting to evolving market trends and consumer behaviours.
- Invest in digital technologies to personalize and tailor the customer experience, especially in response to the pandemic.

- Offer unique in-store experiences to differentiate from online competitors and attract foot traffic.
- Focus on customer service excellence, bringing it in-house if necessary to improve the overall experience.
- Learn from mistakes and past successes to guide business transformation and redirection.



"Offering unique in-store experiences that cannot be replicated online is crucial for department stores."

"Treating every customer as a VIP is a key strategy for New Look's turnaround."
Nigel Oddy

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## THE POWER OF INCLUSION

Sarah Welsh, CEO, N Brown Group, Parves Khan, top woman in data and tech, moderated by Natalie Berg

2/3
"Over two thirds of CEOs in the retail industry are male"

etail leaders gathered to discuss how important the power of inclusion is within the retail industry and led a thought provoking panel to highlight the disparities that are still prevalent within the workplace.

"Diversity of thought is crucial for representing the diverse customer base in the retail industry, yet current leadership structures do not reflect this diversity."

"Women in leadership positions often face unique challenges, including underrepresentation and the struggle to balance professional and personal life."

Despite women's pivotal roles in the industry, a staggering lack of diversity persists at the top echelons.

While women form the backbone of the retail workforce and consumer base, leadership remains predominantly male-dominated, with a glaring absence of diversity.



#### **Key Statistics**

**"81% of companies** in the retail industry have no non-executive directors from ethnic minority backgrounds."

"The gender gap in large companies has widened in recent years."

"Over two-thirds of CEOs in the retail industry are male."

"Individuals have opted out of cultures in male-dominated industries due to a lack of progression and inclusivity."

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91%

of suppliers rated the seniority of delegates as excellent or good

#### Manuela Pifani

CX Specialist and Former Customer Exeperience Director, Asda, spoke about Customer Loyalty

#### **Action Points**

#### **Address Gender Inequality:**

Take concrete steps to address gender disparities in leadership roles by implementing equitable policies and practices.

#### **Combat Toxic Masculinity:**

Challenge outdated notions of masculinity and promote a culture where all gender expressions are accepted and valued.

#### **Support Work-Life Balance:**

Implement policies such as flexible work arrangements, accessible childcare, and paternity

leave to support employees in achieving a healthy work-life balance.

#### **Ensure Equitable Implemen**tation of Diversity Initiatives: Ensure that diversity initiatives

are implemented in a way that genuinely benefits the organization and its members, rather than being reduced to mere compliance measures.

**Provide Mentorship and** Support: Offer mentorship and support to future female

leaders, helping them build confidence, recognize their

ditional metrics of leadership and success, incorporating qualities such as emotional intelligence and authenticity into the definition.

qualifications, and navigate challenges such as imposter syndrome. Redefine Leadership and Success: Move beyond tra-

Outdated norms of masculinity continue to permeate workplaces, perpetuating double standards where assertiveness is celebrated in men but criticized in women, hindering progress towards equality.

Women in leadership face a tightrope walk between competency and likability, grappling with societal expectations and systemic biases that undermine their authority.

A lack of inclusion breeds a culture where individuals, especially women, question their worth, stifling personal and professional growth, and perpetuating cycles of inequality.

"Highlights the double standards faced by women in leadership roles, where assertiveness is praised in men but criticized in women."

86%

of delegates rated the one-to-one business meetings with suppliers as excellent or good

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# ESG IN RETAIL ARE CONSUMERS PROTECTING POCKETS BEFORE PLANET?

Dana Artz, Head of Corporate Social Responsibility, Childrensalon, Angela Gaskell, Group Sourcing, Quality & Fit Director, N Brown and Ben Sillitoe, Founder, Green Retail World

elving into the critical role of sustainability in retail, exploring consumer attitudes, communication strategies, and collaborative efforts to drive environmental and social impact, Angela, the Sustainability Policy Executive Director at N Brown, emphasized the importance of transparent communication.

She noted that authenticity is key to building consumer trust. Dana, Head of Sustainability at Childrensalon, highlighted the challenges of sustainability in branded goods retailing and stressed the significance of supplier engagement and accountability.



#### Prioritize authentic and transparent communication to build consumer trust.

Throughout the discussion, the panel underscored the power of collaboration over competition, advocating for collective action to advance sustainability practices effectively. They emphasized the value of certifications like ISO for credibility, while cautioning against 'greenwashing' and emphasizing the need for careful wording in

#### **Key Issues**

#### Consumer attitudes

towards sustainability not always aligning with purchasing habits.

**Challenges in communicating** sustainability efforts effectively.

**Scepticism and scrutiny** around sustainability claims, leading to potential trust issues.

#### Complexity and confusion

surrounding sustainability certifications and standards.

**Difficulty in balancing transparency** with customer-friendly communication.

**Risks associated with 'greenwashing'** and overstated sustainability claims.

**Supplier engagement** and accountability in the supply chain

**Social issues** such as modern slavery in supply chains requiring a different approach.

**Lack of consumer education** on sustainability efforts and their importance.

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100%

of delegates rated the overall conference quality as excellent or good

#### **Solutions**

**Prioritize authentic and transparent communication** to build consumer trust.

**Emphasize the journey** towards sustainability rather than claiming absolute perfection.

**Invest in certifications like ISO** for credibility and quality assurance.

**Simplify communication** of sustainability efforts throughout the customer journey.

**Provide detailed explanations** and reduction targets to support sustainability claims.

**Collaborate** with other businesses and suppliers to drive meaningful change.

**Hold suppliers accountable** for their sustainability practices and engage in dialogue.

**Implement efficiency** improvements in business operations for economic and environmental benefits.

sustainability claims. Technology emerged as a potent tool, with innovations like 3D avatars for clothing fitting and sustainable packaging options driving efficiency and reducing environmental impact.

As businesses navigate the sustainable retail fairway, the consensus was clear: effective communication, collaboration, and consumer education are vital for building trust and achieving meaningful sustainability outcomes.

With a shared commitment to environmental stewardship and social responsibility, the retail industry is poised to drive positive change and shape a more sustainable future for all.

Educate consumers on sustainability efforts and their impact through clear communication and justification. 86%

of delegates rated the one-to-one business meetings with suppliers as excellent or good



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## OUR CUSTOMERS' EXPERIENCE OF THE DAY



Really good networking event with the added benefit of speed dating suppliers across the day. We were able to talk about solutions that will help to empower our business moving forward.

Martin Francis Managing Director Ram Rugby

The perfect mix of inspiring keynotes, peer connections, interactions with potential suppliers and collaborative conversations, all set in a very relaxing location.

Michel Koch E-Business Director Dorina

Head of E-Retail

**KIKO** 





I really enjoyed my time at the event. We were able to make valuable connections to support the business and look forward to seeing what impact they drive for the future. Jessica Cope

Very valuable day, meeting some great companies with new initiatives. Interesting discussions and working groups with good participation. Great day that added value for me!

Meriel Neighbour

Meriel Neighbour
Head of Digital Product,
Delivery and Transformation
Clarks

A fantastic event from start to finish. Impeccably organized with a fun packed agenda. Our first & hopefully not last visit!

Chris Wakefield H&B Commercial Manager Peak Pharmacy Brilliant, a great day overall, good to meet new people & build networks Adam Waudby Head of Retail Operations Central Co-op

I found the forum vibrant and full of energy which was infectious. Managed to meet lots of relevant suppliers and enjoyed the panel discussions too - came away with new ideas and perspectives. Thank you! Kate Bishop Director of Retail Brand & Strategy Save The Children





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Good event, nice mix of different retailers to speak with. Hannah Stevens

Hannah Stevens Business Development Director Attensi



Well organised and good meetings lined up with relevant prospects looking for solutions we were able to provide.

Dan McIvor Company Owner Swanky Agency



The eCommerce Directors Forum has become a consistent source of great fit opportunities for us. It's a well organised Event where both suppliers and delegates feel real benefit. Chief Revenue Officer, RevLifter

A very well organised and jam-packed day!
Director of Client Success, Proinsight

Great event. well organised and facilitated throughout

Paul Norcross Head of Retail Support B&Q Really interesting day, lots of great conversations and networking opportunities

Adrian Bibb Head of Operating Model, Store Operations Dunelm Great to meet new people in a social environment.

Mark Coleman, Business Development Manager, Direct Link Worldwide

Insightful - I love these events, great insight into what is out there in terms of new tech, offerings etc. I love learning about new suppliers and interact with others with the same challenges. I always come back to work feeling refreshed.

Mandy Ubhi Customer and Market Insight Manager Poundland It was a very well organised and curated event with a relevant audience for our solutions.

Simon Clapperton Sales Director TPP Retail



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#### **THANK YOU**

to American Golf for supporting our Golf day.

We had 60 energetic players from a mixture of retail and supplier companies. Playing 'The Brabazon' is one of the trickiest courses so well done to everyone for having a go.

A special thank you also to American Golf's Brand Ambassador, George Blackshaw for providing guidance and some 'trick shots' on the day.











#### THANK YOU

Thank you to all of our speakers and contributors...

Dana Artz

Head of Corporate Social Responsibility Childresalon

**Natalie Berg** 

Conference Chair NBK Retail and Conference Chair

Lizzy Bernthal

Resilience Specialist and business owner Release Your Potential

**George Blackshaw**Brand Ambassador

American Golf

Jordan Bourse Client Partner

**TikTok** 

NickBrackenbury Co-Founder & CEO NearSt Chris Browne

Former Global Retail Sales Director

Ted Baker

**Shannon Edwards** 

Former Director of Marketing, Beauty and Fragrance Charlotte Tilbury

Simon French

MD, Chief Economist & Head of Research Panmure Gordon & Co plc

Angela Gaskell

Group Sourcing, Quality & Fit Director

N Brown Group

David Gillespie Corporate Coach & Actor

Parves Khan Board Director

Michel Koch eCommerce Director Dorina Tom Lawrance Career Coach

Nigel Oddy CFO

**American Golf** 

Ardal O'Hanlon
Actor & Comedian

**Dan Peden**Solutions Director

Journey Further

Manuela Pifani

Formerly ASDA Sr Dir Customer Experience CXellence Consulting

Andy Rayner

The Entertainer

Dev Ops Manager

**Daniel Rowles** 

Programme Director
Imperial College

Jeremy Schwartz Chairman, CEO, MD Kantar, Pandora, L'Oreal UK, Coca-Cola Europe

UK, Coca-Cola Europe & Sainsbury's

Ben Sillitoe Founder & Editor Green Retail World

Jemma Tadd Head of Fashion eBay

Emma Watkinson CEO & Co-Founder SilkFred.com

Sarah Welsh CEO Retail N Brown Group

**Sarah Wilkinson** Former Senior eCommerce Director

Jimmy Choo



#### RETAILERS WHO **JOINED US INCLUDED:**

#### If you would like to find out about our 2025 forum contact

@Emma Doniger \$\mathre{m}\$

4gadgets

Head of E-Commerce

A Bell & Co

eCommerce Director

A Bell & Co

**Managing Director** 

Akzo Nobel UK (Dulux)

**Marketing Director** 

Alexander Wang **Retail Director** 

**Angling Direct** 

**Chief Operating Officer** 

**Angling Direct** 

**Head of Retail Operations** 

Arco Ltd

Regional Development Manager

Arco Ltd

Sales and Operations Manager

Arena Flowers

**Head of Customer** Experience

Head of Merchandising

Head of Retail Support

B&Q

Director of eCommerce Operations

Barnardos

Head of eCommerce

Barnardos

Online Business Executive

**BESTSELLER** 

Head of Retail

Bird & Blend

MD/ Founder

Bio-Synergy

Founder & CEO

BoConcept

Country Manager -**UK & Ireland** 

Boden

Head of Optimisation

Bonmarche

Merchandise Director

**British Heart Foundation** 

**Director of Technology** (Commercial & Retail)

British Land

**Retail Director** 

**Brompton Bicycle Limited** 

Head of Retail Customer Experience

Brora Ltd

**Managing Director** 

Buy It Direct Ltd

Customer Operations Director

CardFactory

**Chief Digital Officer** 

Cambridge Satchel

Head of International Ecommerce

Casio

**Head of Division** 

Central Co-op

**Head of Retail Operations** 

Central Co-op

**Head of Retail Operations** 

Chelsea FC

Global e-Commerce Manager

Chococo

Head of Online Trading and Content

Claire's

Vice President CPG Europe

Clarks

Head of Digital Product, **Delivery and Transformation** 

Cookes Furniture

**Managing Director** 

Cyberjammies

**Brand Director** 

Del Monte Europe

**Senior Director** 

Commercial

**Denby Pottery Company** Head of eCommerce

Deta Electrical

Head of Retail

Derek Rose

Head of eCommerce

Deta Electrical Ltd

Head of Retail

**DOMU Brands** 

Head of eCommerce

Dunelm

**Head of Operating Model** 

Dunelm

Store Experience Director

eBav

Head of Fashion

Global Business Development Director

**Eddingtons Ltd** 

Senior National **Account Manager** 

Ellis Brigham Ltd

**Head of Retail Operations** 

**END Clothing** 

**Director of Retail** 

Equiport

eCommerce Manager

Farrow & Ball

Global Ecommerce Director

Fallen Hero

Director

**FKA Brands** 

Digital Market Manager

Fish4Pets Ltd

**Ecommerce Director** 

Garmin UK & Ireland

Head of eCommerce

Getthelabel.com

Head of eCommerce

Getthelabel.com

Marketing Director

Gill Marine

eCommerce Marketing Director

Good Sustainable Retail

Managing Director

Halfords

**Chief Operating Officer** 

Harding Retail

Head of Insights & Data

Highgrove Gardense

Commerce & Digital Marketing Manager

Hobbycraft

**Trading Director** 

Home Leisure Direct

**Marketing Director** 

Horwood Homewares

Managing Director

Hotel Chocolat **Head of Customer Marketing** 

Inchscape

**Retail Operations Director** 

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Johnson & Johnson Vision Care eCommerce Lead EMEA

Jon Richard Limited **Trading Director** 

Joseph Ltd eCommerce Director

Kiko Milano Group Digital CofE Director

Kimberly Clark EMEA & LATAM e-Commerce Director

Levi Strauss & Co **Director Wholesale** & eCommerce

Liverpool John Lennon Airport Commercial Manager

Lovehoney Ltd Head of Global Trading

Lapland Ltd Head of Commercial

Luxury Home Design Group Ltd **Managing Director** 

Luxury Home Design Group Ltd HR Manager

Materials Market Head of Inventory

Meadowhall Centre Director

Meadowhall **Retail Director** 

Mimi Hollidav Managing Director

Monster Group (UK) Limited Managing Director

Moonbug

Senior Retail Manager

Mystery Shirt in a Box **Managing Director** 

N Brown **CFO** 

N Brown Group Sourcing, Quality & Fit Director

N Brown **Group Transforma**tion Director

Nandos Head of Acquisition & Trading

Nouvelle Box Founder

Ordnance Survey Head of E-Commerce

Paladone Head of E-Commerce

Peak Pharmacy **H&B Commercial Manager** 

Pernod Ricard Global eCommerce Leader

Portmeirion Group Sales Director

Portmeirion Group Global Head of Ecommerce

Poundland Customer & Market

**Insight Manager** Princes

Senior Strategic Transformation Manager

Ram Rugby **Managing Director**  RRG Group

**Head of Digital Strategy** 

Save The Children UK Director of Retail **Brand & Strategy** 

Save The Children UK Head of Strategic **Operations** 

SharkNinja Senior Director of eCommerce (UK)

Shiseido **Retail Director** 

Shiseido Group Retail Operations Manager

Specsavers Group eCommerce Director

SquareTrade Senior Director. Retail Excellence

Sofas & Stuff Director

Sofology **Head of Stores** 

Sophie Allport **Finance Director** 

Sosandar **Head of Retail Operations** 

Sosandar Head of Retail

Southern Co-op Head of Marketing

Stark Group **Business Change Director** 

Stark Group Senior Finance Change Manager Suit Direct (Baird Group) **Retail Director** 

Ted Baker Head of Commercial Analytics

The Chocolate Society **Managing Director** 

The Entertainer Dev Ops Manager

The Games Room Company Managing Director

The Gym Wear Boutique Owner

The Kellogg Company European Centre of Excellence Lead

The Kellogg Company Head of eCommerce, UK

The Royal NAAFI **Director of Commercial** 

The Very Group Head of Buying Fashion & Home Brands

UKTights.com **Managing Director** 

UKTights.com **Technical Director** 

Universal Works Digital & eCommerce Director

**Universal Works** Head of eCommerce

Virgin Media O2 Head of Stores

Virgin Media O2 Head of Stores

Whittard of Chelsea Head of Retail

If you would like to find out about our 2025 forum please click here and





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## WE WELCOMED 60 RETAIL SERVICE PROVIDERS.

Adobe Europa Worldwide Reputation

Akeneo GFS RevLifter

Alchemy Network In-Grid AB Sales Supply

Attensi Inurface Media Scurri

Awin ILG Secret View

Bazaarvoice inriver Sheer ID

Better Commerce Journey Further Signifyd

Bird & Bird Kin + Carta Slip

Checkout Kriya Stripe Payments

Click Consult KPS Swanky Agency

Convert Group Mainetti UK TEJAS Software

DHL Supply Chain Mondu TPP Retail

Digivante Near St True Layer

Direct Link Worldwide Opentext Unipart Logistics

DivideBuy Partoo uWorx

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Dream Agility Plinc Williams Commerce

Emarsys UK ProInsight Research Wincanton

Entropy Consulting QueryClick Ltd Gowling WLG

ESW Remarkable Commerce Xpedition

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The Retail & eCommerce Directors' Forum by Richmond Events, will take place on 30th April 2025, once again at The Belfry Resort.

This exclusive sell out event is invitation only, with 150 senior retailers and 60 retail service provider places available on a first come first served basis.





We organise forums in the UK, Italy, Spain and **Switzerland** For more details visit richmondevents 🦏



#### Attend as a Retailer:

Retailer invitations are complimentary and can be requested, alongside details of the conference programme.

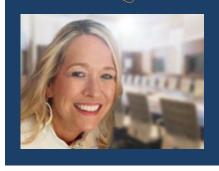
Contact Delegate Manager, @Ellie Crawford 🦣



#### Attend as a supplier

If you would like to find out how you could meet with senior retailers of your choice,

**Contact Project Director** @Emma Doniger 🦣





Follow us @m



Find out more about our 2025 forum here



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