



Richard Fagot-Fatien

Open for a new opportunity

Antibes, France

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Languages

French (Native)

English (Fluent)

About

BRANDS WORKED WITH

- ALI BIN ALI
- Cartier
- Christian Dior Couture
- Consulting Coaching
- Dolce & Gabbana S.R.L.
- ELIE SAAB
- Ermenegildo Zegna Group
- MedEx
- Printemps

Experience

● Super Yacht Project Manager

MedEx | Jan 2020 -

Yacht Project Manager,

Coordination on behalf of new owners

Contracts particulars, Overseeing & support on correct stakeholders' schedules advancement

Marine & Business Lawyers, Banks, Shipyard, Suppliers, Brokers, Surveyors, Crews



● Commercial Director

Printemps | Jan 2019 - Dec 2020

PRINTEMPS Doha

36.000 sqm

Opening date : TBC

Head of Retail with a projected operating team of up to 300 FTE (Luxury, Women RTW & Accessories, Evening and Bridal, Beauty, Men, Kids, F&B) and more expected 700 Brands.

Project management

Defining detailed commercial strategy and customer experience, co-driving store's positioning.

Head of regional and international partnerships.

● Retail Development and Operations Manager - Fashion Division

ALI BIN ALI | Jan 2018 - Dec 2019

Developing the brands' portfolio for Qatar and Kuwait - Project Management:

- Defining stores' opportunities and ensuring funding vs Feasibility
- Negotiating and securing 8 new luxury brands (JV, Franchises and Distribution) - Fashion Luxury, Watches and Jewelry, Haute Parfumerie, Accessories
- Overseeing stores designs and fit out deliveries
- Opening 9 new standalone stores and Department Store concessions (in Galeries Lafayette) in 2019. Total of 15 POS.
- Recruiting 65 new staff

Developing and Operating the Business:

- Enduring profitability and sustainable growth (P&L and brands' contribution)
- Setting up and implementing marketing and commercial strategy
- Overseeing the Buying budgets, selections, deliveries and stock levels
- Operational and crew Management (up to 80 staff in 2019)

Voir moins



- **Flagship Store Manager**

ELIE SAAB | Jan 2015 - Dec 2017

Flagship Concept Store
Commercial development
Crew management
Business management and processes creation
Buyings and product trainings

- **Global Store General Manager**

Ermenegildo Zegna Group | Jan 2013 - Dec 2015

1000 sq.m over 8 floors

Zegna France Flagship and Headquarters
35 members of staff
Retail, Marketing and PR

Bespoke, Made to Measures, Ready to Wear & Accessories
Couture by Stefano Pilati, Premium line, Sartorial line, Upper casual & ZZegna

- **Store Manager**

Ermenegildo Zegna Group | Jan 2013 - Dec 2013



- **Owner & Partner**

Consulting Coaching | Jan 2011 - Dec 2013

Rff Consulting :
B to B and B to C
Image
Commercial Development
Management consulting
Change management and communication
CSR, CRM and Customer Service
Professional & Personal coaching
Specialized in very competitive & changing environments
LA&R :
Governance - Compliance - CSR - Legal Risk Management - Competitive Intelligence - Corporate Communication - Public Affairs - Crisis Management

- **Directeur Dpt Horlogerie et Joaillerie, Avenue Montaigne**

Christian Dior Couture | Jan 2010 - Dec 2011

Multi sites



- **Flagship Boutique Deputy Director**

Cartier | Jan 2006 - Dec 2010

13 rue de la Paix : 2006 - 2009
(World Flagship of the brand)
Champs-Élysées : 2009 - 2010
(Biggest european store of the brand 1.200 m2 - Open 7/7)



- **Men's Flagship Store Deputy Director**

Dolce & Gabbana S.R.L. | Jan 2002 - Dec 2006

Buying the men's collections for French market

450 m2 - 18 members of staff

2002 - 2005
Men's Department Manager
Avenue Montaigne Store

- **Sales Associate**

Christian Dior Couture | Jan 1998 - Dec 2002

World Flagship of the Brand

Education & Training

- **ILERI**

Master's degree,

- **La Salle - Passy Buzenval**

Baccalauréat,