



Alexandre Tabacoff

Retail Managing Director

📍 Dubai - United Arab Emirates

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Links

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Languages

Italian (Fluent)

English (Fluent)

French (Native)

Spanish (Work Proficiency)

About

With extensive experience in retail leadership, I specialise in driving sales and enhancing profitability across global duty-free and luxury retail operations. Fluent in multiple languages, I excel at strategic planning and adapting to diverse retail environments, ensuring seamless operations and exceptional customer experiences.

BRANDS WORKED WITH



Experience



● MANAGING DIRECTOR MIDDLE EAST

Dufry | Jan 2017 - Now

Responsible for the P&L of UAE, Kuwait, Jordan, Egypt, India, Sri Lanka 1000 employees, USD 400M sales duty free stores mono and multi-brand.

Previously responsible for Hong Kong, Macau, Korea and Cruise Asia, 600 employees, USD 290M sales duty free stores mono and multi-brand.



● SENIOR CONSULTANT

Savage Consulting | Jan 2015 - Dec 2016

Strategic and Operational Consulting for retail companies: Jacques Scott Wines & Liquors (Caribbean Nations), Fauchon (France), Duty Free City (USA), TempodiSconti.it (Italy)

● CHIEF EXECUTIVE OFFICER

Island Companies | Jun 2009 - Dec 2014

Leading Caribbean retailer specializing in watches, jewelry, diamonds, fragrances, cosmetics, sunglasses, Cuban cigars - 190 employees.

STRENGTH

- Management of the turnaround process of the organization through creation and execution of a strategic plan leading to sales optimization and return to financial profit
- Turned EBITDA from negative to +21% of sales



● HEAD OF RETAIL

Aeroporti di Roma | Jan 2005 - May 2009

Retail branch of Rome Airports until the acquisition of the company by Lagardère Services Travel Retail in 2011 for €230 million.

- I realized with my team +83% sales in 5 years on a mature business, substantially increasing the profit line during the same period of time.
- Definition of the merchandising strategy in partnership with brand owners, trading terms negotiation
- In sourcing of logistics leading to delivery-to-demand and inventory optimization

● Sales and Operations Director

LVMH - Starboard Cruise Services | Jan 2002 - Dec 2004

- Strategic and operational turnaround process for 11 ships generating profit in year 2 while the unit was not profitable;
- Definition of the merchandising strategy in partnership with brand owners, trading terms negotiation

● Operation Manager

Capilux | Oct 1998 - Dec 2001

Operation manager Italy and Germany



- **District Manager**

Sunglass Hut | Feb 1996 - Sep 1998

District manager France, Switzerland and Italy

- **Retail Operation Manager**

ENI Petroleum | Jan 1990 - Jan 1996

Car-lubricating oil sales manager for specialty stores in the East of France (2 years), then moved to the gas station business unit as convenient store Area sales manager (3.5 years).

Education & Training

2014 - 2014 ● **HEC**

Executive Education, Strategic Innovation

1988 - 1990 ● **IFAG**

MBA , Retail Management