

ALEXANDRE JAMES



Born in Versailles (France) on February 27th 1976

International business leader in the luxury industry

Proven track record of delivering consistent results

In-depth experience in distribution involving multi-tenant and multi-brand environment

Successful leadership in organization change and network restructuring

Focused on customers' satisfaction for long-term purposes

EXPERIENCE

ST DUPONT JAPON LIMITED (Tokyo, Japan)

2014-present

President & Representative Director (代表取締役社長)

Leading the Japan subsidiary of 143 year-old French manufacturer of leather, lighters, pens and accessories through a network of 10 direct shops and premium wholesale partners (Isetan, Mitsukoshi, ...). Managed a team of 35 direct staff among which 65% are retail staff.

SWAROVSKI JAPAN LIMITED (Tokyo, Japan)

2010-2014

Representative Director (代表取締役)

Responsible for the overall business of the premium brand of crystals manufactured by Swarovski. Acting as the Managing Director for Swarovski Elements in Japan as well as a member of the Board of Directors. Managed a team of 22 direct staff plus 13 shared services.

RICHEMONT JAPAN LIMITED (Tokyo, Japan)

2003-2010

Vacheron Constantin, Brand CEO

2006-2010

Managed the Japanese subsidiary of Vacheron Constantin, the world oldest luxury technical watch manufacturer, part of the Richemont Group of luxury brands. Responsible for the development and execution of market strategies, sales and profitability. Managing 10 direct staff plus 25 shared services.

Cartier, Commercial Control Manager

2003-2006

Responsible for fighting the unauthorized importations and counterfeit activities of all Cartier products in the first destination market worldwide.

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AIR FRANCE (Tokyo, Japan)

2001-2003

E-commerce and Sales Development Leader

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PERSONAL

Nationality: French/Japanese.

Education: Master of Business Administration (MBA), RUTGERS, New Jersey State University (1999-2000). Graduate School Of Management, Newark, NJ

Diploma of Higher Education/Bachelor of Arts in International Business – Rennes International Business School/ The Open University (1998-1999).

President International Association of Students in Economic & Commercial Sciences (AIESEC) 1997

Languages:

French - Native.

Japanese - Fluent (Japanese Language Proficiency).

English – Fluent (First Certificate of Cambridge, TOEFL, GMAT).

Spanish - Working knowledge (Certificate of the Spanish and French Chamber of Commerce)

Interests:

- Travel, sport (rugby, golf, tennis).