EXEC CAPITAL

https://www.execcapital.co.uk/job/managing-director-2/

Managing Director

Description

East London | £120,000–£160,000 + Performance Bonus

Exec Capital is recruiting on behalf of a leading e-commerce fashion business based in East London.

Our client is an established and profitable brand experiencing significant growth across digital channels and international markets. With ambitious expansion plans underway, the business is seeking a commercially driven and strategically minded Managing Director to lead the next phase of scale.

This is a high-impact leadership opportunity for an experienced executive with a strong background in e-commerce, fashion, retail, or consumer brands.

The Opportunity

As Managing Director, you will take full responsibility for the strategic, commercial, and operational leadership of the business. Working closely with shareholders and senior leadership, you will drive growth, optimise performance, strengthen the brand position, and scale operations in line with ambitious commercial objectives.

The role requires a dynamic leader who combines strategic vision with strong execution capability and a deep understanding of modern digital commerce and consumer behaviour.

Responsibilities

Key Responsibilities

Strategic Leadership

- Develop and execute the company’s growth strategy across UK and international markets
- Lead the business through its next phase of scaling while maintaining profitability
- Identify new revenue opportunities, partnerships, and market expansion initiatives
- Drive innovation across digital commerce, customer acquisition, and brand positioning

Commercial & E-Commerce Performance

- Own overall P&L performance and commercial delivery
- Optimise online sales performance, conversion, customer retention, and profitability
- Oversee digital marketing, trading, CRM, customer experience, and

Hiring organization
Exec Capital

Employment Type
Full-time

Beginning of employment
1st June 2026

Duration of employment
Perm

Industry
Retail

Job Location
London, South East

Working Hours
9-5

Base Salary
£ 120,000 - £ 160,000

Date posted
May 9, 2026

Valid through
31.05.2026

performance analytics
- Monitor market trends, competitor activity, and evolving consumer behaviour

Operational Management

- Ensure scalable operational infrastructure across fulfilment, supply chain, technology, and customer operations
- Improve operational efficiency and cross-functional collaboration
- Support continued investment in systems, processes, and team capability
- Maintain a strong focus on customer experience and brand reputation

Leadership & Culture

- Lead, inspire, and develop a high-performing leadership team
- Build a performance-driven and entrepreneurial culture
- Foster collaboration across creative, commercial, operational, and digital functions
- Act as a visible and engaging leader across the organisation

Investor & Stakeholder Management

- Work closely with shareholders and senior stakeholders on strategic planning and reporting
- Present business performance, growth plans, and operational updates
- Support future investment, partnership, or exit opportunities where applicable

Qualifications

andidate Profile

- Proven experience as a Managing Director, CEO, Commercial Director, or senior executive within e-commerce, fashion, retail, or consumer brands
- Strong track record of scaling profitable digital or omnichannel businesses
- Deep understanding of e-commerce operations, digital marketing, trading, and customer acquisition
- Commercially astute with strong financial and operational management capability
- Experience leading high-growth teams and businesses through scale-up phases
- Entrepreneurial mindset with a hands-on and results-oriented approach
- Excellent leadership, communication, and stakeholder management skills

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Desirable Experience

- Experience within fashion, apparel, lifestyle, beauty, or consumer-led sectors
- International growth or multi-market experience
- Exposure to PE-backed, founder-led, or high-growth environments
- Strong understanding of brand building and digital consumer engagement

Job Benefits

Package

- Salary: £120,000–£160,000
- Performance-related bonus
- Senior leadership role within a scaling and profitable business
- Opportunity to shape the strategic direction and future growth of the brand

Contacts

About Exec Capital

specialises in executive and leadership recruitment for high-growth, entrepreneurial, and investment-backed businesses across the UK.