

THINK INFLUENCE | CONTRIBUTE | ACHIEVE | NURTURE

AN IMMERSIVE SYMPOSIUM ON TRANSFORMATIONAL RETAIL LEADERSHIP

14 JUNE 2023

A CELEBRATION OF ASPIRATIONAL AND TRANSFORMATIONAL RETAIL LEADERSHIP

PROGRAMM

- ADDRESS DUBAI MARINA

Welcome to your very own symposium of becoming the 'retail icon' of tomorrow. Becoming an Icon or a Role Model for millions is neither fate nor accident. It takes years of nurturing a mind, beliefs and practices that create successes and inspire others. It is an

approach to life itself. But there are some affirmations that are common to all icons. A one-day programme around the idea of decoding 'what makes an ICON', through THINK! I CAN! is our initiative to create a day of learning for the retail industry, to create a nurturing environment to help create the industry's next lcons.

The module will revolve around 4 pillars of action, with each illustrated and explained by Icons using narratives from their own remarkable journeys.

09:00 - 09:30 hrs **WELCOME COFFEE AND REGISTRATION**

09:30 - 09:35 hrs **WELCOME AND INTRODUCTION TO THINK! I CAN! INFLUENCE**

Influence is one of the key pillars of the THINK! I CAN! approach. Through this segment, we will try to reveal how great leaders

in retail influence business and customers. What did they do differently? What could they see that others couldn't? How did they train their minds to think the unthinkable?

09:35 - 09:55 hrs "LEADING FROM WITHIN: EMPOWERING TEAMS, TRANSFORMING **MOTIVATIONAL RESULTS.**" **SEGMENT** Keys to inspiring, empowering, and leading with impact. Discover actionable habits

that will empower you to tap into your inner leadership potential, foster a culture of accountability within your teams, leading to remarkable transformations and improved

09:55 - 10:15 hrs

MOTIVATIONAL

SEGMENT

balance sheet performance.

LEADER AS COACH: MEETING THE CHANGING NEEDS OF YOUR EMPLOYEES

Every leader needs to tap their employee's hidden potential to maximise their



10:15-10:30 hrs

performance and build a future-ready team. To coach and bring out the best in your team, you not only need to lead from the front but also focus on their STRENGTHS! It is only possible by taking the right approach and strategising the right employee

they aspire to follow! RESEARCH PRESENTATION Data is a great decision-making tool for retail. Analysing data insights helps derive focused consumer approaches. This is one of the key areas that brands are focussing on at present to redefine their customer approaches and increase their growth potential. Let's look at some real insights and numbers to understand the potential of data in the retail world.

TikTok has been a trendsetter in its own way and has been influencing the world over by leading with the audio/video format. Leaders in retail have also been influencing the movement of change with their strategies & plans. What happens when these two powerhouses come under one roof? They influence, converse, and set the future-

engagement plan. Empower your team to perform at their max capacity, be the coach



10:30-10:40 hrs

10:50-11:10 hrs

KEYNOTE SPEECH

looking plan to action.

CEOs CONCLAVE



LAILA MOHAMMED SUHAIL PARTNERSHIPS SECTOR Dubai Tourism (DTCM) & Entities

AREF YEHIA
HEAD OF BUSINESS PARTNERSH
FOR RETAIL & E-COMMERCE
TIKTOK

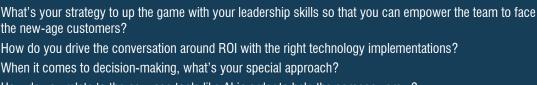
11:10-12:10 hrs

PREMIUM

ROUNDTABLE

MAKING LEADERSHIP #TRENDING

FROM THOUGHT TO PRACTICE: **LEADERSHIP IN THE AGE OF REASON** Retail is driven by new-age customers, their aspirations, and their choices. The idea of doing business is evolving and it is all about taking real-time actions to keep customer approaches agile! How are the leaders reacting to this change? How are legacy vs new-age CEOs transforming this space?



How do you drive the conversation around ROI with the right technology implementations?

When it comes to decision-making, what's your special approach?

the new-age customers?

How do you relate to the new-age tools like AI in order to help the company grow?



CHIEF EXECUTIVE OFFICE JAWHARA JEWELLERY



APPAREL GROUP

AVIJIT YADAV



RENATE BAUR-RICHTER



NAL SALES DIRECTOR - I Zebra Technologies

THE ICON AND HIS LEGACY - THE DUBAI DUTY FREE SUCCESS STORY

HOZEFA SAYLAWALA



MAJID AL FUTTAIM- LIFESTYLE

12:25-12:40 hrs

12:40-13:00 hrs

12:10-12:25 hrs

SOLOx: STORIES, OPINIONS, LEARNINGS & OUTCOMES

A series of sharp, inspirational talks featuring leaders, change makers, pioneers from retail on business lessons and philosophies

designed to motivate industry peers. The talks will feature anecdotes, reference to business lessons, setbacks or lifechanging insights, but with the clear intent to rouse and inspire you

GENDER EQUALITY FOR A SUSTAINABLE FUTURE



COLM McLOUGHLIN
EXECUTIVE VICE CHAIRMAN & CEO

13:00-13:20 hrs



ABDULLA AJMAL CHIEF EXECUTIVE OFFICER
AJMAL PERFUMES

Change the world, one idea at a time! This is how leaders of tomorrow think. It's this approach of generosity and purpose that separates them from many others. This section of the module will highlight the ways in which great leaders effect beneficial change, the ways in

14:05-14:45 hrs

PANEL SEGMENT

14:45-15:25 hrs

PANEL SEGMENT

GO CREATIVE

16:05-16:45 hrs

PANEL SEGMENT

16:45-17:25 hrs

PANEL SEGMENT

17:25-18:05 hrs

13:20-14:05 hrs

THE SUSTAINABLE WAY OF LIFE By incorporating sustainable practices into operations and supply chain, retailers can not only reduce environmental impact but also appeal to consumers who prioritize sustainability in their purchasing decisions. Sustainability may sound like a cliche to those who only skim its surface, but it signifies deep transformation.

sustainability principles.

NAIM MAADAD

PURPOSEFUL APPROACH:

in the shortest possible time!

LEADERSHIP IN THE AGE OF AI

NETWORKING LUNCHEON

ALYSSA MARIANO

What's it like having Gen Z as your consumer? Is it too complex to handle them? The

retail fraternity is divided between the approach they need to take to attract the Gen Z consumers and it's no more about 'simple selling' but also about offering something beyond the ordinary. It's about being innovative, immersive, and conversational. It's about being seamless and ready. What more? Let's hear what our experts have to say

and what's their big plan to hook the Gen Z to make them loyal customers.

CONTRIBUTE

which they have contributed to make their presence count and benefit people, entire communities and the world at large.



RAJIV WARRIER

RAZAN AKROUK

AMARDEEP DEVADASON

To lead from the front in the world of tomorrow, retail companies need to authentically live and enact their



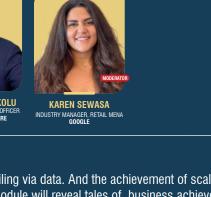
The most admired brands find innovative ways to enable, entice, and enrich customers. It's always about balancing data, technology, intelligence to enable personalisation and bespoke engagement. How do prominent marketers stay ahead of the curve in implementing hyper-personalisation to drive user engagement and brand

RAHUL KADAVAKOLU V NANDAKUMAR ANURADHA DHAWAN EXECUTIVE VICE PRESIDENT - RETAIL KAREN SEWASA INDUSTRY MANAGER, RETAIL MENA GOOGLE AL GHURAIR RETAIL ASTER DM HEALTHCARE & COMMUNICATIONS
LULU GROUP INTERNATIONAL **ACHIEVE** While Retail is about 'Scale', in the world of today, it is equally about detailing via data. And the achievement of scale must be co-related with profitability and value creation for all stakeholders. This module will reveal tales of business achievements of great leaders and companies and showcase their journeys to success through the technology pathway! THE BALANCING ACT:

> Technology implementations are delicate, demanding undertakings that require end-to-end integration of tech, teams and functions with the company goal and objectives. It is about using tech that is fit-for-purpose and is commercially intelligent at the same time. How are the top tech-minds in retail leading the way towards

> > TAPAN VAIDYA

CHIEF EXECUTIVE OFFICER
PJP INVESTMENTS



LOREDANA MATEI



DAMIAN BROWN

SABAHATT HABIB

JACQUES RHEEDER

COCKTAIL RECEPTION

SOLOx:

NURTURE Nurturing your customer base to make them become loyalists is never a day's job. It requires the retailer to set their internal processes in place so as to nurture the right team, internally. The last segment of the module will showcase great examples and insights that depict how leading retailers are nurturing great teams to enable growth and win customers. **BUILDING THE FUTURE:** CREATING THE WORKPLACE OF TOMORROW A captain is only as good as his/her soldiers. And a professional environment that is inclusive, collaborative,

ANISH MOHAMED

LULU GROUP INTERNATIONAL

BUILDING AN INTELLIGENT TECH FRAMEWORK

innovation, while keeping a sharp eye on the P&L sheet?

inspires and energises is a major fuel for the creation of outstanding people and leadership. How are some of the great names in retail creating 'stars' in their businesses and nurturing the rise of future Icons?

KUNAL WADHWANI JONATHAN LAVENDER HUMAN RESOURCES OFFICER Choithrams Group STORIES, OPINIONS, LEARNINGS AND OUTCOMES

MARIE LOUIS BISHARA



AWARDS & GALA A grand, fitting tribute to the ICONS being honored with an evening gala event and awards to recognize their outstanding achievements and invaluable contributions to the industry.

ORGANISATIONAL DESIG SHARAF RETAIL GROUP

JONATHAN LANTOINE GENERAL MANAGER - I KIKO COSMETICS



Followed by entertainment & dinner 19:00-20:30 hrs **LAUNCH OF IMAGES ICONS of RETAIL BOOK 2023**

Gold Partner -

GO CREATIVE

18:05-19:00 hrs

20:30-22:30 hrs

OUR PARTNERS

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OPPORTUNITIES

Progressive

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FOR DELEGATES & SPEAKING

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