

## Pick n Pay appoints retail groceries manager

Pick n Pay has named Paul Marsh as divisional manager, groceries and perishables retail in the merchandise division.



Paul Marsh, Pick n Pay's new divisional manager, groceries and perishables retail.

Executive Chairman Gareth Ackerman said Marsh would join the group in this key strategic role on 1 February 2013.

He has more than 20 years' experience in the retail industry at a senior level, with wide experience in food, liquor, and general merchandise.

"In line with Pick n Pay's key strategic objectives he brings with him extensive experience in effective retailing, skills and training, operational management, sales and marketing strategy, organisational structure, competency benchmarking, negotiating of trading terms and pricing, and retail finance," said Ackerman.

Marsh was with the Massmart group for over 22 years where he held senior positions including the large Hyper store format as a general manager, as the merchandise director for food and liquor for Makro SA, as group general merchandise director for the Massmart group, and CEO of Shield buying and distribution.

He left the Massmart Group and spent five years with Glendinning Management Consulting (UK), as director of consulting, based in Bangkok, Thailand.

"This gives him valuable insights into the overseas and Asian markets. With this experience he brings to Pick n Pay a valuable perspective on international best practice in the FMCG business," said Ackerman.

Marsh also has extensive experience in online trading and pioneered and launched the first internet-based online trading portal in the FMCG industry while with Massmart.

Ackerman said that Marsh, who joins Pick n Pay from his position as group commercial officer for Ellerine Holdings and director of Ellerines Furnishers, had exceptionally wide experience in the FMCG industry.

"His pioneering work in online trading and his track record on training and transfer of skills make him a valuable addition to the Pick n Pay team as we move forward with innovative strategic development within the company.

"We expect his experience, as well as strong strategic, operational, and analytical skills will take the grocery/perishable retail division to the next level in our strategic development," said Ackerman.

Marsh will report directly to Peter Arnold, the director the food merchandise division.

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