



RETAIL SYMPOSIUM 2021

22nd- 24th March 2021

The School of Retail & Services Management, College of Business at TU Dublin present the 15th annual Retail Symposium from the 22nd to the 24th March 2021. This year, the symposium will have a cross sector focus on alternative retail scenarios for 2021, with specific emphasis on economic issues, retail decision making and the strategic importance of market knowledge in the dynamic context of the COVID-19 pandemic and post BREXIT European context.

For the first time, this year's symposium will be delivered remotely through a series of webinars organised over three days that focus on three key contemporary themes affecting the retail sector in 2021. The symposium will be host to an eclectic mix of views from economists, senior retail executives and customer insight experts on issues pertaining to contemporary retailer issues and challenges. The remote audience will consist of TU Dublin academic staff and students, corporate industry partners and international academics from Universities all over the world.

For further information, please contact the organisers:

Dr. Edmund O'Callaghan: edmund.ocallaghan@tudublin.ie

Damian O'Reilly: damian.oreilly@tudublin.ie

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DAY

Economic Perspectives on Ireland Post-Brexit and During COVID-19

1



Jim Power

Founder & CEO Jim Power Economics

22nd
March



Austin Hughes

Chief Economist, KBC Bank Ireland

10am-
11.30am

DAY

Managerial Decision Making in Conditions of Uncertainty

2



Dan Goggin

Retail Sales Manager, Health, Beauty & Pharma, Google

23rd
March



Malachy Hanberry

Managing Director, Eurospar & Director BWG Group

10am-
11.45am



Devan Hughes

Managing Director & Founder BUYMIE.ie

DAY

Understanding the Consumer

3



Dan Ryan

Commercial Director, Peachylean.com & The Beauty Buddy

24th
March



Maoliosa Connell

Director of Marketing, Creative & Buying Avoca Ireland

10am-
11.30am

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Our Speakers

Jim Power- Founder & CEO Jim Power Economics



Jim Power is owner manager of Jim Power Economics, an economic and financial consultancy. He is an economic consultant to Aviva Ireland, a board member of Love Irish Food and a member of the Institute of Directors in Ireland. He was previously chairman of Three Rock Capital Management, Treasury Economist at AIB, Chief Economist at Bank of Ireland Group and Chief Economist Friends First Group . He is the author of the SIMI Quarterly Motor Industry Review and is a frequent contributor to podcasts 'The Stand' and 'Win Happy'.

Austin Hughes- Chief Economist, KBC Bank Ireland



Austin Hughes has worked as an Economist for KBC Bank since 1990, following stints in the Department of Finance, Central Bank and Bord Fáilte. He has an MA in economics from UCD. His focus is on issues affecting the Irish and European economies. He produces a number of closely followed Consumer Sentiment Surveys. He is also a regular contributor to media on economic and financial topics.

Dan Goggin- Retail Sales Manager, Health, Beauty & Pharma, Google



Dan Goggin, heads up the Retail Health and Beauty Industry Operations across the UK&IE from Google's EMEA HQ in Dublin. Dan has a strong digital and data background having worked in Online Retailers for over 10 years, partnering with some of the worlds biggest and most advanced retail pureplayers and omnichannel retailers. Dan's passion is turning data and market insights into actionable client solutions to win and grow market share in the ever changing online retail market.

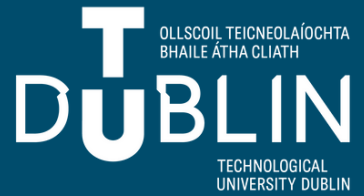
Malachy Hanberry- Managing Director, Eurospar & Director, BWG Group



Malachy's career began in store management roles at Dunnes Stores, and general management at Musgrave/ SuperValu. He joined BWG Foods in 2000 as National Sales Manager, became Sales and Advisory Director in 2004, and was appointed Eurospar Managing Director in 2015 for the Republic of Ireland. He holds an MSC in Executive leadership from Ulster University and is currently at final stages of his PHD at TU Dublin, which he has been doing on a part-time basis.

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Our Speakers

Dan Ryan- **Commercial Director, Peachylean.com & The Beauty Buddy**



Dan 's extensive retail experience spans over a 35 year period includes senior executive roles such as Director of Merchandising at Primark, Merchandise Controller and Store Director at Brown Thomas, Dublin, Trading Director at Lifestyle Sports, Group Head of Commercial Trading at the Selfridges Group and De Bijenkorf in the Netherlands. More recently, Dan invests, mentors and supports new innovative Irish Brands including The Beauty Buddy app- a tripadvisor for beauty, Peachylean an athleisure brand, and Kokoro Zen Wear which is an ethical organic and fully sustainable company.

Maoliosa Connell- **Director of Marketing, Creative & Buying Avoca Ireland**



Maoliosa joined Avoca in 2014 as Marketing Director and has been instrumental in developing and implementing the brand strategy and marketing plan across all aspects of the business over that time. Maoliosa has overall responsibility for buying across the retail categories and also for creativity & innovation in the retail business. Maoliosa holds a master's degree from Smurfit Business School and has previously worked for Brown Thomas, KSG and spent a further two and a half years with Avoca in the role of business development and marketing manager.

Devan Hughes- **Managing Director & Founder BUYMIE.ie**



Devan Hughes is CEO & Co-founder of Buymie, Ireland's largest same-day grocery ecommerce platform. Headquartered in Dublin, with offices in UK and Armenia, Buymie partners with the largest grocers in the market, including Dunnes Stores, Lidl, Coop, Tesco and ASDA.

Dr. Edmund O'Callaghan, **TU Dublin, Head of Department of Retail Management Studies**



Dr. Edmund O'Callaghan is senior lecturer in International Retailing, Retail Management & Branding at TU Dublin. A graduate of University College Dublin, he completed his doctoral studies at Nottingham Trent University in the UK on Internal Branding within Collaborative Independent Retail Networks. Current research interests focus on Corporate Branding and Knowledge Management in retail contexts.

Damian O'Reilly, **TU Dublin Senior Lecturer, School of Retail & Services Management**



Damian O' Reilly is senior lecturer in Retail Management at TU Dublin and press media representative for the University on all issues relating to the retail sector. A graduate of University College Dublin, he completed his MBA at Trinity College Dublin. Damian's current research focuses on retail shopper management in the grocery sector and business decision making.