Background

- 62% of our retail managers have only secondary and below education.
- Current poor perception of careers in the retail sector.
- Difficult to attract and retain good retail staff
- 100 retail scholarships over 5 years (2007-2011)
  - Diploma: 6 scholarships
  - Degree: 10 scholarships
  - Masters: 4 scholarships
Objectives

• Groom future leaders for the retail industry

• Attract and retain talents

• Profile retail as a career choice; and

• Professionalise retail jobs
What are the Scholarships?

• Diploma Programme
  – Diploma in Retail Management by University of Stirling, administered by The Retail Academy of Singapore

• Degree Programme
  – Local Business Degree programmes

• Masters Programme
  – MBA in Retailing by University of Stirling, administered by The Retail Academy of Singapore
Degree Scholarships

- 10 Degree scholarships are awarded annually to final-year Business Degree students
- Scholarship includes sponsorship of 100% course fees and monthly stipend of $800 for final year of business studies
<table>
<thead>
<tr>
<th>Degree</th>
<th>Course of Study</th>
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<tbody>
<tr>
<td>NUS</td>
<td>Bachelor of Business Administration</td>
</tr>
<tr>
<td>NTU</td>
<td>Bachelor of Business</td>
</tr>
<tr>
<td>UniSIM</td>
<td>Bachelor of Science (Marketing)</td>
</tr>
<tr>
<td>SMU</td>
<td>Bachelor of Business Management</td>
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</tbody>
</table>
Bond Period

- Degree scholars will have to serve a bond of **2 years**
- Scholars will be bonded to work in the retail industry and/or with sponsoring companies
What is it in for you?

- Work with a desired retailer from the participating list

- WDA & SPRING will sponsor **70%** of course fees, while companies will sponsor **30%** of course fees

- WDA & SPRING will sponsor 1-year of stipend ($9,600) for **full-time final year** students only

- Sponsored students will sign a 2-year bond with the sponsoring company, and the National Retail Scholarship Administrator (serving industry & company bond concurrently)

- Sponsored students will embark on Management Trainee positions during the 2-year bond
Who is Eligible?

• **ALL** final year students pursuing a Business programme at one of the stipulated universities

• Must be Singaporean or Singapore Permanent Resident

• Be sponsored by one of the participating retailers
Results of 2007

- 9 scholars were awarded the Degree scholarships in 2007, and were sponsored by the following retailers:
  - Adidas Singapore (2)
  - Wing Tai (2)
  - IKEA (1)
  - Dairy Farm (3)
  - Cortina Watch (1)
Participating Companies - 2008

• For 2008, there are a total of 10 participating retail companies:
  • IKEA
  • Charles & Keith
  • Wing Tai
  • Dairy Farm (Guardian & Giant)
  • Tian Po Jewellery
  • On Cheong Jewellery
  • Home-Fix DIY Store
  • Best Denki
  • Club 21
  • RISIS
Application Information

• The closing date for the applications for 2008 is on 05 September 2008, 12pm

• Application Forms can be downloaded at: www@retail.org.sg

• Application queries can be directed to:

  Ms Jacqueline Rozario
  Singapore Retailers Association
  76 Shenton Way,
  #17-01, Singapore 079119
  Tel: 6223 6221
  Email: jacqueline@sra.org.sg
WHY A retail Career?

- Constantly evolving industry
- Allows variety in your career
- Financially rewarding
- International industry
- Rewarding career choice
Retail is Full of Career Possibilities

- Constantly a career right out of school
- Challenging, goal-oriented, dynamic environment
- Trendsetting
- Establish valuable, diverse business contacts
- Make an impact on a multi-billion dollar industry
Career paths

• Retailing opens doors to a variety of careers

• Store-level experience is invaluable and retailers prefer to promote from within

• Retailing experience is a highly transferable skill

• Start a business and be your own boss
Career opportunities

- Sales
- Management
- Buying & Merchandising
- Marketing
- Human Resources
- Business Development
- Store Design & Planning
- Product Development
- Logistics
- Finance & Accounting
- Information Management
- Franchising
- New Venture Start-up
- Consulting
Elim Chew founded 77th Street in 1988. With 13 outlets in Singapore, 4 joint-venture outlets in Malaysia and a cutting-edge underground youth shopping complex in Beijing, Elim is now on her way to becoming a global retailer.

“My passion for street-wear spurred me to venture into the world of retail. I’ve never looked back since. Retail is my passion, my life. I dare to be different.”
Retail is exciting. Nothing can stop me from achieving my dreams. I’ve come a long way from a teenager who did not like studying to Business Development Director of one of the most popular shoe retailer in Singapore.

Fong Shee Beng did not enjoy studying and started working after graduating from poly. He began helping his friend in his retail business. Today, he drives a team of people to grow the Charles & Keith business internationally.

“Retail is exciting. Nothing can stop me from achieving my dreams. I’ve come a long way from a teenager who did not like studying to Business Development Director of one of the most popular shoe retailer in Singapore.”
Thank you