

CONCETTA LANCIAUX



Luxury Goods Consultant
Senior Advisor to Bernard Arnault, CEO of LVMH (1985-2007)

Dr Concetta Lanciaux plays a key role in the the modernization of the French luxury industry. She is a luxury pioneer and visionary. Having left LVMH, Concetta Lanciaux continues to consult in the luxury goods sector across the world.

In 1985 she joined Bernard Arnault, Chairman of LVMH and played a key role in the organisational development of the Groupe Arnault, introducing innovative practices, injecting highly creative designers and strongly contributing to the modernisation of the French luxury industry. Within the group LVMH, she worked to create ties between the French and Italian luxury industries, notably by contributing to the agreement between professional couture associations. She also contributed to the expansion of LVMH in Italy (2500 employees) and further to the strategy leading to the purchase of Fendi, Rossi Moda, Pucci, etc). In July 2001 Dr Lanciaux was promoted to Group Executive Vice President of Synergies with the mission of preparing the Group for the future by initiating and developing transversal projects that will create new value. She was also in charge of communication and CEO development throughout the LVMH House in London where regular forums and programmes were organised in partnership with the London Business School.

In 2007 she created her own company as a Strategy and M&A adviser. She is member of several boards like Fendi, Reale Mutua, Insead Euro Asia Center, French Institute of Fashion, Business School Bocconi and of several juries attributing prizes to fashion designers and management books.

She is a honorary fellow of the London Business School and author of several books and articles.

She was nominated by ELLE 2006 in the Top 50 Business Women in France. She was attributed the Marisa Bellisario Foundation Award as most influential businesswoman of a quoted company in 2002, and she was voted one of the 30 most influential businesswomen in Europe by the Wall Street Journal Europe in 2001.

Concetta Lanciaux is a well-known worldwide conference speaker on the subjects of luxury branding, strategy, alignment of organisational development, brand growth, innovation and creative talent assessment.

Topics (Selection):

- Brand Strategy & Organisation: Revitalisation processes, Trading Up, Organisational redesign
- Luxury Branding
- Global Strategy
- Human Resources
- Talent Search: Creative Talent, Boards, CEOs, Executives
- Management Assessment: Through coaching or interviews

Publications (Selection):

- Reward Strategies, 1990
- Humanist & Scholastic Poetics, 1981