



Triumph is one of the world's largest intimate apparel companies. It enjoys a presence in over 120 countries with the core brands Triumph® and sloggi®. Globally, the company serves 40,000 wholesale customers and sells its products in 4,050 controlled points of sale as well as via several own online shops. The Triumph Group is a member of the Business Social Compliance Initiative (BSCI).

Learn more about Triumph on:

[www.triumph.com](http://www.triumph.com)

[www.linkedin.com/company/triumph-international/](http://www.linkedin.com/company/triumph-international/)

Our Sales Department at the Mumbai, India is looking immediately for a highly motivated

### **Manager E-Commerce India**

Drive sales in OWN Ecommerce and Market Place Portals. To provide support by performing quantitative, strategic and business analysis for Triumph & Sloggi product categories, assisting with recommendations for the optimal product assortment, and taking that analysis to execute merchandising on the e-commerce sites to achieve annual revenue and margin goals.

#### **Roles & Responsibilities:**

- Identify and develop new online partnerships
- Managing activities related to online retailer relationships. These activities include product merchandising, marketing, forecasting, onsite promotion management and site analytics
- Effectively manage and maximize business potential
- Build and expand accounts by maintaining rapport; answering requests; introducing new products and services, studying account needs; coordinating with external sales force.
- Ability to analyse key online KPI's such as traffic, conversion, UPT, VPT, NOT, etc and develop promotional activities to improve ROIs by utilizing a range of techniques including paid search and SEO, CPT, etc while managing product productivity.
- Evaluate industry, consumer, category, and operational data to develop analytical insights and generate actionable business recommendations
- Assist local/regional product teams with the evaluation of new products through historical, competitive, and other relevant analyses, collaborate with Strategic Intelligence to maximize consumer information
- Will be responsible for executing the online sales strategy, benchmarking, and measurement in order to increase conversions, cross-sell, and upsell as well as to increase the understanding of customer interaction via multiple digital channels, to help build a culture of continuous improvement, constant testing, and transparency.
- Work with local/regional functional counterparts in driving revenue through online acquisition marketing, site merchandizing, site optimization, key peak day promotions, email campaigns, personalization and content management;
- Working with the regional CRM/CLM team in driving customer relations data internally and externally with partners and re-engaging with existing customers
- Manage & grow business through E-tailer platforms like brand website, Myntra, Amazon, Flipkart, Zivame, combination of B2B, B2C and D2C as well as cross-collaborations with external brands
- Responsible for P&L for category & develop overall strategy, sales, and profitability of the brand on ecommerce portals & Own Portal driving business growth and achieving volume and revenue targets for the brand
- Develop and manage rolling 3yrs strategic online plans/MTP and map out a vision road map
- Working very closely with Commercial Director in driving business



**Your ideal profile:**

- Excellent communication skills and presentation
- Knowledge of Managing Own E-Commerce Platforms and have strong business relationships with various e-tailers is an added advantage
- Looking at strong analytic skills along with fair understanding of Ecommerce business and relationship building
- Working with the support of Shopify is an added advantage
- Able to drive and understand the dynamics of Ecommerce
- Working experience with at least 5 years in the e-commerce/digital analytics industry

We offer an opportunity in a fast paced organization which gives those looking for a challenge the possibility to grow with the company and shape the future.

We are a family owned company with strong values, operating at a global level with key markets in Germany, Japan and China - where our iconic brands, Sloggi and Triumph, continue to delight our consumers.

Triumph Group is committed to employing a diverse workforce. Qualified applicants will receive consideration without regard to race, color, religion, sex, national origin, age, sexual orientation, gender identity, gender expression, veteran status, or disability.

If you are seeking a great opportunity to develop your career, please send us your application letter and CV in English, diplomas and expected salary range by clicking on Apply.