



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

Our Business Transformation department in our headquarters in Warsaw is looking for a highly motivated

## **Business Transformation Manager Account Relationship Management - B2B (Salesforce) (f/m/d) (100 %)**

As a Business Transformation Manager (BTM), within the area of BTM Account Relationship B2B, you will be part of developing the business transformation program and strategy for Triumph in the area of sales. This is done through cross-functional team collaboration. The BTM is assuring that the different digital sales solutions develop to become a fully integrated part of Triumph.

### **Roles & Responsibilities:**

- The BTM is together with the Head of Business Transformation setting the strategic goals in securing the continued growth and further optimization and integration of the account relationship management B2B solution
- Manages the team responsible in driving business solution ownership and business solution support
- Defines and manages the business case for the solutions
- Secures the integrated business approach in linking the different solutions
- Develops and maintains the strategy and roadmap of the solutions on business side, escalates when necessary and drives the solution finding
- Advocates and assures funding and manages the business side of the budget
- Assures that the solution is "future proof" and scans the market for alternatives to ensure efficiency and growth for the company
- Ensure continued development and operations through active collaboration with IT
- Actively scans and evaluates feedback on current sales processes. Based on this proposes renewed central approach, securing optimization and full usage of the newly embedded solutions
- Actively measures and manages the adoption and growth of the solutions with the Business Solution Owner

**Your ideal profile :**



- A Senior manager with at least 4+ years of experience who is used to taking full responsibility for financial results, quality and personnel
- Experience in delivering, implementing and leading Account Relationship Management B2B programs; Salesforce Service & Sales Cloud or others
- Solid experience in project management, including “permanent projects” and change management
- Deep knowledge and insights in sales processes
- Proven experience-leading change in an Agile/Scrum or Lean environment in a similar role
- Ability to Influence and deliver in an environment with multiple stakeholders with competing priorities. Experience with leading roles in strategically important projects.
- Ability to quickly gather and assess relevant data and provide recommendations
- Experience in delivering digital solutions and driving forward processes within digital transformation in the area of sales and marketing
- A natural communicator who speaks business language but understands IT “technical” language
- Proficient level of English. Polish is a plus. German is an advantage

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.