



Triumph Group joins the ranks of global leaders in the lingerie sector, with a multi-faceted product palette that is sold in more than 80 countries, from Norway to Morocco and from Chile to Australia. This is taken care of by around 20,000 wholesale customers, with whom Triumph has traditionally had close relations, in addition to a dense network of more than 2,300 controlled points of sale, which are operated both by partners and by Triumph itself. The company is mindful of the fact that quality products must be accompanied by excellent service in order to satisfy demanding consumers.

Learn more about Triumph on:

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

[www.facebook.com/Triumph/](https://www.facebook.com/Triumph/)

[www.instagram.com/Triumph/](https://www.instagram.com/Triumph/)

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

Our Sales Department in Italy, is looking for an

## **Sell Out Specialist/In Store Representative Lazio & Campania (based in Rome) (f/m/d) (100%)**

This is a fantastic opportunity to join an international and dynamic work environment in one of the world's largest intimate apparel companies! In this role, you will have the possibility to manage important customers and take the ownership of your daily activities!

### **Your Responsibilities:**

- Managing existing customer's Point of Sales within the specific area
- Activation of new Point of Sales
- Demonstrate strong account relationship in the area of responsibility, working effectively with In-Store Decision Makers
- Negotiation of local promotional and marketing activities together with the Point of Sales Decision Makers, in order to improve Sloggi's visibility on the market
- Managing instore Merchandising activities and supporting In-Store Decision Makers in operational duties as inventory and display remodelling, ensuring compliance with corporate/category guidelines
- Implement order entry providing accurate reproduction of customer's order requirements and timely feedback on matters such as loss demand

- Demonstrate strong market awareness through regular customer visits, monitoring retail trends, and competitors' products
- Responsible for the execution of regular internal monthly reports to Manager to fully understand the market position and focus on opportunities for business growth
- Achieve Communicated Targets (Turnover - Promotions - New Business)

**Your ideal profile:**

- Bachelor's Degree is a nice to have
- At least 2-3 year of experience in Sell Out in the GDO is strongly required
- You are based in Rome
- Good level of Excel is required
- Availability to work on the field 100%
- Good knowledge of English language
- Great communication skills

**We offer:**

You will never walk alone

*As a family owned business with more than 135 years of experience, Triumph embraces diversity throughout our global organization. Currently, our offices are present in over 40 countries across Europe and Asia having many international teams collaborate together every day. Guiding our corporate behaviours are **respect** and **value** for our employees, but also Collaboration as one of our key Corporate Competencies, being a core part of our every day working environment.*

Make a Difference, together

*The future belongs to our children. At Triumph, we want to be proud of our commitment to building a sustainable society and protecting the environment, and we work everyday to ensure our products are manufactured in an sustainable way. This is our vision: We want to be a company that is characterized by responsible leadership and consideration for future generations and that cares for the legacy that we leave behind to our children.*

Putting People at the center

*At Triumph we are committed to our employees, they represent the foundation for our success. This means that as a company, we are driven to offer great career opportunities in a dynamic fast-paced organization. Our HR function across the globe strives to support our employees in their development, through our Triumph Learning Academy*

We continuously strive to recruit new talent, offering them one of the textile industry's most international working environments, excellent conditions and great development opportunities in a company still owned and managed by the founding families. Our headquarters employs people from more than 30 nationalities and as a European company, we are present in many key markets in Europe, like Germany, Italy, France and growing in Eastern Europe. We are proud to have become one of the leading players in Asia very early on, in countries like Japan, China and Singapore, as well as being an employer that people aspire to work for. As a company serving women, we fundamentally believe in gender equality and diversity. Women make up more than 50% of our company's workforce. In the last years, we have had a specific and successful drive to increase the number of women in management.

Triumph is committed to employing a diverse workforce. Qualified applicants will receive consideration without regard to race, colour, 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 CV in English by clicking on Apply.