Triumph Group joins the ranks of global leaders in the lingerie sector, with a multi-facetted 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
www.facebook.com/Triumph/
www.instagram.com/Triumph/
www.linkedin.com/company/triumph-international/

Our Sales Team in Petaling Jaya is looking for a retail sales professional to join us as:

SALES EXECUTIVE MALAYSIA (Central & Northern Regions, based in Petaling Jaya)

Drive Retail Excellence and Accelerate Sales Growth Across Malaysia!

Are you a results-driven sales professional with a passion for retail, people management, and business development? Then this role could be a fit for you!

We are looking for a Sales Executive to play a key role in achieving our business growth ambitions across Malaysia. In this role, you will be responsible for driving sales performance, strengthening retailer partnerships, optimizing product distribution, and ensuring excellence in store execution.

Working closely with Retail Operations, Brand Advisors, and key trade partners, you will help maximize sales opportunities, manage inventory effectively, and ensure our brands are represented at the highest standards across all assigned stores.

This is an exciting opportunity for a commercially-minded individual who enjoys combining analytical thinking, relationship-building, and hands-on retail execution to deliver exceptional business results.

Your Responsibilities

Sales Performance & Business Growth

- Develop monthly sales plans and targets by store and counter, ensuring alignment with overall business objectives.
- Deploy daily and monthly sales targets, promotional mechanics, and pricing changes to Brand Advisors and ensure effective execution.
- Monitor sales performance, identify opportunities and gaps, and implement corrective actions to achieve targets.
- Conduct regular sales reviews and provide weekly and monthly performance reporting.
- Analyze sales trends, market developments, and business opportunities to drive sustainable growth.

Trade Relationship Management

- Establish and maintain strong relationships with store management, buyers, and key retail stakeholders.
- Act as the primary company representative for assigned stores and trade partners.
- Monitor store developments including personnel changes, restructuring, and operational updates.
- Ensure timely collection and follow-up of dealer payments and outstanding accounts.

Promotions & Commercial Excellence

- Negotiate promotional activities with retail partners to maximize sales and brand visibility.
- Propose and execute tactical promotions to close performance gaps and capitalize on market opportunities.
- Coordinate promotional activities across departments, ensuring timely execution and excellent in-store activation.
- Monitor promotion effectiveness and recommend improvements for future campaigns.

Distribution & Product Management

- Analyze shopper behavior, sell-out performance, and product trends to recommend the optimal product assortment.
- Ensure the right product mix is available across assigned stores and counters.
- Collaborate with Retail Operations teams to improve sell-through rates and inventory productivity.
- Monitor inventory movement and recommend stock redeployment where necessary.

Inventory Management

- Maintain optimal inventory levels across stores while minimizing overstock and stock shortages.
- Coordinate stock transfers and product redeployment between counters.
- Support regular stock take exercises and ensure inventory accuracy.
- Monitor stock security and help prevent product loss or pilferage.

Counter & Visual Merchandising Management

- Ensure counters consistently meet company visual merchandising standards and regional guidelines.
- Monitor overall counter presentation, signage, displays, and promotional materials.
- Maintain a premium shopping experience that supports brand image and customer engagement.

People Management & Team Development

- Partner with Retail Operations to ensure optimal staffing levels across stores.
- Support recruitment activities to maintain budgeted headcount requirements.
- Review duty rosters and overtime planning to balance business needs with budget controls.
- Coach, mentor, and develop Brand Advisors through regular store visits and performance feedback.
- Support performance reviews, development planning, and disciplinary discussions where required.

Market Intelligence & Competitive Analysis

- Monitor competitor activities, promotional campaigns, pricing strategies, and market developments.
- Provide regular feedback and insights to management on market trends and competitive threats.
- Identify potential opportunities to increase market share and strengthen brand performance.

Operational & Administrative Support

- Ensure timely submission of payroll-related documentation, leave applications, and staff claims.
- Support financial administration activities including accounts receivable and sales-related documentation.
- Collaborate with internal teams to manage inventory availability, quotations, deliveries, and dealer enquiries.
- Assist with forecasting and inventory planning to support business growth.
- Undertake additional responsibilities as assigned by the business.

What We're Looking For

- Minimum 2-3 years of sales experience in the Fashion, Retail, FMCG, Consumer Goods, or related industries inclusive of mentoring or leading store or operation staffs.
- Diploma or Bachelor's Degree in Business Management or a related discipline.
- Proven ability to drive sales performance and achieve business targets in a retail environment.
- Strong analytical skills with the ability to interpret sales data and translate insights into action plans.
- Proficiency in Microsoft Excel; experience with Power Pivot or Power BI is an advantage.
- Strong understanding of retail operations, inventory management, promotions, and merchandising principles.
- Effective stakeholder management and relationship-building skills with both internal and external partners.
- Excellent negotiation, presentation, and communication skills.
- Fluent in English, both written and spoken; ability to communicate in local dialects is an added advantage.
- Strong commercial acumen and business mindset.
- Ability to work independently, manage multiple priorities, and perform effectively under pressure.

What Makes You Successful

- Dynamic, confident, and proactive approach to sales.
- Results-oriented with a strong drive to exceed targets.
- Excellent planning, organization, and time-management skills.
- Resourceful problem-solver with strong analytical capabilities.
- Collaborative team player who can influence and build relationships across all levels.
- Self-motivated and comfortable working autonomously in a fast-paced environment.
- Detail-oriented, highly organized, and willing to take initiative.

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 behaviors 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.