



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

[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 Petaling Jaya, Malaysia is looking for a

Senior Key Account Executive

Your Responsibilities:

Joint Business Planning

- Lead yearly and half-yearly Business Review with Customer to align Joint Business Plan with clear target (include Retail Sales and Trade Margin), strategy, and action plans
- Build strong relationship with key chains by understanding key chains' strategies/focus and continuously deliver plans that will result in win-win outcome for both company and dealer
- Lead monthly meeting/review with buyer/dealer to review business, deploy promotion plans and align gap plans to deliver Joint Business Plan
- Plan & execute agreed Joint Plan with dealers to deliver target. Adjust plans if needed to deliver target
- Review chain business with Sales Operations Team and deploy future 3 months promotion plans. Ensure excellent execution of all promotions/events executed
- Review market share progress and understand key competitors' activities monthly vs. Joint Plans activities. Develop action plans to defend against competitors
- Analyze promotion effectiveness of different execution and recommend action steps. Manage spending within budget allocated

Sales Operations/Fundamental

- Provide accurate bottoms-up forecast for rolling 3 months to Assortment/Planning & Allocation
- Review Sales Fundamental of counters regularly and develop strategy & action plan to achieve Best in Class Sales Fundamental, in the areas of Distribution, Range, In-store Presence, Promotion, and Sales Consultant
- Inventory Management – to manage & maintain reasonable average month of stocks per counter, correct any over-stock or under-stock allocation. Minimize goods return according to percentage over sales & purchases
- Resolve all operation issues/matters that will impact delivery of target, such as orders/delivery/payment and unauthorized deduction
- Work closely with Assortment/Planning & Allocation/Retail Marketing/A&P, Operations and Training team to ensure multi-functional support to deliver customers business needs to deliver target

Debt Collections

- Responsible for on-time payment collections

Reporting

- Ensure on-time submission of all sales reports for key accounts

Your ideal profile:

- Diplomat or bachelor's degree in Business Administration or Marketing
- Minimum of 2 years of experience in sales/key account management preferably from Fashion/FMCG/Retail industry
- Excellent English communication and interpersonal skills
- Strong data analytical skills
- Results oriented and sales driven
- Proficient in MS Office applications such as Word, Excel, and PowerPoint
- Ability to build collaborative relationships with all possible central departments, and regional organization
- Good negotiation skills
- Good problem solving and presentation skills
- Self-motivated with positive "can do" approach and performance-oriented
- Ability to work independently and as a team player
- Enjoy working in a fast-paced setting with ability of prioritizing workload

We offer:

You will never walk alone

*As a family owned business with more than 130 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.