



Triumph is one of the world's largest intimate apparel companies. It enjoys a presence in over 80 countries with the core brands Triumph® and sloggi®. Globally, the company serves 20,000 wholesale customers and sells its products in more than 2,300 controlled points of sale as well as via several own online shops. The Triumph Group is a member of the amfori Business Social Compliance Initiative (amfori BSCI).

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 Segrate (Milano) - Italy, is looking for a

## **Hyper Key Account - Area Nielsen 2 (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 work in the hyper channel, and you will have the possibility to manage important customers and take the ownership of your daily activities!

### **Your Responsibilities:**

- Demonstrate strong account relationships, working effectively with and provide excellent communication on Sloggi's commitment to the customer
- Provide excellent account management, utilizing management tools to ensure both retailer awareness and strong customer relationships.
- 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 competitor 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
- Utilize and share customer information with other internal Sloggi departments, such as Merchandising and Marketing ensuring efficient support
- Organize promotions and marketing activity in liaison with Field Sales Manager and Marketing team
- Liaise with Mobile Sales Team to develop and motivate In-Store Consultants to merchandise and sell products to achieve financial targets
- Achieve Communicated Targets (Turnover - Promotions - New Business)

- Operative instore support is required

#### Your ideal profile:

- Bachelor's Degree is required
- At least 1 year of experience in Sell Out in any GDO company (Hypermarket channel)
- Previous experience in the Clothing industry is an asset
- Fluency in Italian and English is mandatory
- Dynamic and proactive approach is essential to succeed in this role
- Be based in Verona (or very close to it) is mandatory

#### 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.