



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.linkedin.com/company/triumph-international/

Our Brand Merchandising Department at the Mumbai office is looking immediately for a highly motivated

Senior/ Planning and Allocation Specialist- Trade Merchandising

Purpose of the Job:

To manage the department stores /counters in operating efficient store levels which represent Triumph's brand image and deliver premium levels of customer service for our consumers/shoppers.

Assisting the Manager to maximize store profitability ensuring that controllable store KPI's targets are achieved.

To develop the brands' products segments in line with driving the premium lingerie market.

Roles & Responsibilities:

Stock Analysis

- Analyzing past sales figures/trends to anticipate future product needs
- Monitor stock movement, Styles, colours, size, store wise, etc.
- Consider markdown
- Manage stock levels and forecast to support sales
- Inter-branch transfers, promotions, or at the end of the season sales

Merchandise plan & product management

- Regular replenishment of stocks to ensure top-line sales
- Merchandising and in-store stock management as per company guidelines and in line with sell-in targets
- Focus on optimal stock coverage and collection growth as per consumer preferences



- Allocating base stock, to each counter
- Create stock plans and OTB plan
- Ensure merchandise in stores at the right time in the season
- Stock correction and execution of RTV as per company guidelines
- Provide constructive feedback to the product management team on style and color performances in the market and product requirements
- Support in range development and product launches, including reviews and evaluation

Sales & Business Development

- Ensuring sales through the increase of floor space, stock capacity, visibility at store & branding space / accounts-wise and region-wise
- Follows up on agreed actions to maximize sell-out and profit opportunities
- Supports the delivery of the store/counter Profit and Loss Account
- Supports the organization of store/counter processes and the implementation of operational guidelines to achieve optimum profitability
- Sales growth/business development with a focus on maximization of sell-out and profit opportunities through planning and execution of promotions, fit sessions, and other marketing planning and coordination campaigns
- Space negotiation for new store set-ups as well as for existing stores with a focus on optimal brand location, visibility, consumer walk flow, and volume capacity
- Business relationship management with buying teams on the account management side for positive partnership growth and customer bonding

Sales & Operations

- Supports the Area Sales Manager/Sales Executives in ensuring the effective product set-up, replenishment of products, and implementation of company VM (Visual Merchandising) standards.
- Adhere to Store/counter Operations guidelines and any local legislative requirements.
- Regular follow-up for payments vs outstanding.
- Ensures smooth interpersonal relationships with customers/customer interaction.
- Regularly visit markets to ensure the KPI's met and feedback from front line staff on market conditions.
- Support the regional teams in operational store processes and their implementation to achieve optimal profitability.
- Competitive analysis and market monitoring to ensure premium brand positioning across India.

Communication & Coordination

- Participate in regular team meetings to review product and store performance and agree on team priorities and any changes to plans
- Ensure effective communication to all levels both internally and externally
- Provide regular briefings to all team members on business priorities and progress, and other corporate events
- Sets an example to the team and supports the training of the counter sales team
- Co-ordination with SADM for accounts reconciliation and follow-up with customers for payment as per credit period



Your ideal profile:

- With at least 3 years of hands-on merchandising experience in underwear, lifestyle, fast-fashion, sportswear
- Expert in Excel skills specifically but not limited to using Pivot Table, VLookup functions, and charts
- Strong in fashion sense, analytical skills, business acumen, and numerical sense
- Knowledge of online retail is an advantage
- Team player
- Fluency in English written and spoken
- Bachelor's level in Fashion Retailing, Business Administration, Marketing, Social Sciences or related preferred

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.