



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 Wholesale Traditional Field Department in Lisbon is looking immediately for a highly motivated

Field Sales Representative (f/m) (100%)

The purpose of the job is to deliver tactical and strategic account plans for Triumph customers to achieve strategic business plans and annual financial targets.

Roles & Responsibilities:

- Provide excellent account management, utilizing management tools to ensure both retailer awareness and strong customer relationships. Driving orders/sales activity/new business opportunities
- Implement order entry input via Spice providing accurate reproduction of customer's order requirements and timely feedback on matters such as loss demand to ensure efficient order processing procedures in line with both Triumph and Retailer business needs
- Demonstrate strong market awareness through regular customer visits, monitoring retail trends and competitor products via pulse reports, to achieve thorough understanding of the customer accounts
- Demonstrate thorough knowledge of Triumph products and processes, through attendance at bi annual Sales conferences, seasonal alignment meetings providing professional product presentations
- Responsible for the execution of regular internal monthly reports to Manager to fully understand the market position and focus on opportunities for business growth
- Develop strong relationships with Customer Services to ensure thorough understanding of customer needs, monitoring shipments of orders in-line with weekly hold reports, to ensure shipping totals are in line with both CSC and customer requirements
- Utilize and share customer information with other internal Triumph departments, such as Merchandising and Marketing ensuring efficient support on all issues of customer support and service
- 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
- Merchandise Triumph products/stock in stores and discuss with Buyers/Managers re best possible presentation.

Your ideal profile:

- Knowledge of lingerie fashion business is a plus.



- Good knowledge of English and Portuguese
- Team Player, self-motivated
- Able to prioritize and plan work effectively
- Strong interpersonal skills with ability to communicate to all levels, both written and oral
- Professional Presenter
- Previous sales experience ideally in the lingerie industry
- Experience of working in both large national accounts and small independent accounts
- Thorough understanding of strategic and dynamic selling
- Team leadership experience

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.