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 Wholesale Department for the Area of North Holland, South Holland & Utrecht Region is looking for a

Account Manager Wholesale BX - North Holland, South Holland & Utrecht Region (f/m/d) (100%)

This is a field-based position in the area indicated above, with visits to our Eindhoven office: once a month during the sell-in season (Q1 & Q3) and twice a month outside of the season (Q2 & Q4). Visits may also include Almere, as our showroom is based there.

Your Responsibilities:

- You maintain strong wholesale partnerships and actively seek new regional opportunities through networking and connection-building
- You drive growth by identifying market opportunities and developing new customers, partnerships, and distribution channels
- You represent Triumph and sloggi professionally, engaging customers and store teams with enthusiasm and brand storytelling
- You manage your region independently, optimizing visit planning and taking full responsibility for hitting target objectives
- You execute commercial actions, events, and in-store activations with the marketing team to boost brand visibility and impact
- You inspire partners and teams with product expertise and commercial insights to strengthen on-floor brand representation
- You focus on increasing sell-in/sell-through by translating market insights into concrete commercial growth actions
- You track retail trends and competitor data to contribute strategically to the company ’s expansion

- You partner with internal teams to share results and opportunities via regular reports and business reviews
- You create financial and market analysis tools for the management team and wholesale organization
- You support the Wholesale Controller and Head of Wholesale in managing sales and margin targets
- You master market dynamics to translate opportunities into actionable sales leads for the business
- You provide ongoing performance analysis using business acumen and knowledge of short-term strategic priorities
- You analyze sales goals to identify weaknesses and provide recommendations for improvement
- You monitor key account margins and provide strategic recommendations to enhance overall results
- You track and manage in-season wholesale sales and margin performance
- You manage account forecasts and develop scenario plans alongside sales associates
- You deliver comprehensive monthly and quarterly wholesale performance updates
- You lead ad-hoc projects designed to contribute to the company's business growth
- You contribute sales-perspective insights to the building of annual and long-term strategic plans
- You monitor sales data to ensure accurate reporting and control channel-related cost forecasting

Your ideal profile:

- At least 3 years of proven experience in a commercial role, such as account management or client-facing sales
- Fluent in both Dutch and English
- Strong commercial mindset with a drive to actively create and expand business opportunities
- Independent and entrepreneurial, with a proactive approach and courage to take initiative
- Socially driven with excellent communication skills and the ability to build new connections effortlessly
- Result-oriented with a strategic perspective on long-term partnerships
- Hands-on mentality and a strong sense of responsibility
- Digital proficiency, including experience with MS Office, Power BI, Salesforce, Colect, and similar tools
- Flexible and willing to travel regularly within the Netherlands
- Valid driver’s license required

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.