



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 3,600 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 Country Sales and Marketing Department at the Mumbai, India office is looking immediately for a highly motivated

Retail Franchising Manager (Triumph and sloggi)

Purpose of the Job:

To head the Retail business across the country and in operating an efficient store that represents Triumph's brand image and delivers premium levels of customer service for our consumers/shoppers. Ensuring to maximize store profitability that controllable store KPI's targets are achieved. Opening of new stores as per local country projection & setting up the entire store as per Triumph guidelines & Retail standards.

Roles & Responsibilities:

- Responsible for topline as well as the profitability of the business, driving key parameters such as average unit value, average transaction value, conversion, etc.
- Catchment Studies/Location Analysis: Contributing to network development by identifying markets & rolling out new stores in these locations
- Responsible for running chain of company/franchisee-owned stores and more importantly, Franchisee management and expansion would be the key for the success of this role
- Responsible for Developing and identifying the right partners and the right franchisees
- Responsible for Strategic planning to achieve the Business Plan with respect to both COB and franchisee outlets
- Responsible for Retail Planning: Space management, Inputs for retail buying, Vendor management – related to store operations, and projects management
- Responsible for monitoring operating budgets in Pan India
- Responsible for forecasting in a highly complicated mix of fit, finish size, color, and design.
- Resolution of all the operational issues in the stores and implementation of Standard Operating systems in the stores



- Delivering superior customer experience and enhanced value capture from current stores
- Staff development and Training, motivate & lead the entire team towards achieving deliverables
- Ensuring standards of service and visual merchandising
- Commercial & Legal related activities
- Responsible for running a chain of company-owned stores management and expansion would be the key to the success of this role
- Responsible for Developing and identifying the right vendor for promotional activities, which reflects the business
- Responsible for Strategic planning to achieve the Business Plan for retail budget vs actual
- Ensuring standards of service and visual merchandising
- Recruiting, training, deploying staff
- Commercial & Legal related activities

Your ideal profile:

Essential

- He/She should be an MBA (or an equivalent), Education in Hospitality or Retail Business
- He/She should have a minimum of 5 years of relevant experience in Lifestyle products, Fashion apparel/garments
- He/She should have a good knowledge of franchisee management
- He/She should have an excellent track record in Brand management
- He/She should be well acquainted with the latest market trends in the industry
- He/She should possess excellent presentation and communication skills with a solution identification attitude.
- He/She should possess excellent leadership qualities and team management skills
- He/She should be skilled at handling multiple tasks and projects simultaneously
- He/She should have a strong drive for results and high energy levels
- He/She should be high on integrity and ethical values

COMPETENCIES

Essential

Demonstrated strength in all Foundation Competencies, with emphasis on:

- Good understanding of financials and department stores KPI's and store profitability
- Customer focus to improve business & make it grow
- Can communicate to the local department store team for smooth functioning of the business
- Ability to build collaborative relationships
- Execute against plans
- Possess some experience of Visual Merchandising standards & Operational procedures
- Structured and disciplined

Desirable

- Understanding of Retail & Department apparel stores.

**Technical skills**

- Experienced & knowledgeable in the use of EPOS / till / retail cash systems

Language Skills

- Local language fluency (Subject to planned promotion to Store Manager, English is also an asset)

IT proficiency

- Experienced & knowledgeable in the use of Lotus Notes, Word, & Excel.

Other skills

- Full clean driving license preferable

Mobility

- Nationally mobile

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.

<https://eu3.advorto.com/TriumphInternational/VacancyInformation.aspx?VId=19638>