

Taiwan Jobs Expertini®

District Manager,Retail

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Company: Triumph International

Location: Taiwan

Category: other-general

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:

Our Sales Department at the Kaohsiung city, Taiwan is looking for

District Manager, Retail

PURPOSE OF THE JOB:

- 1>該職位負責3個品牌 Triumph Sloggi和Ladys 的整個區域實體銷售管理 以推動公司的政策和上級交付達成的目標 透過管理 SA的細部操作達成公司要商業成果。
- 2>監督並確保實體店櫃 生高效能的利潤結構和有效的在其通路展開其發展 年度挑戰的目標。

Roles & Responsibilities:

目標管理

依區經理分配之目標擬定該課之營運及開發計劃 確保目標達成

協助區經理依區域發展計劃開發新客

擬定各店櫃各月之目標 並與SA討論達成目標之營運計劃 並督促SA確實執行

依公司給予之資源 做合理的分配 創造最高效益 並確實執行預算管控

做好各類費用管控及談判 確保區域利潤

依通路業績規劃 星期更新 RV目標以即時彈性因應業績規劃

協助區經理做好BV管控

客 管理

協助區經理百貨專櫃新設及改裝位置爭取及合約談判

客 開發、結束之申報

督促SA做好客 管理之相關工作

擬定客 改裝計劃 確保區域長期健康發展

準時回收公司貨款

向客 溝通公司政策 並向上級反應客 意見及建議

商品管理

督促及協助SA、主櫃做好商品管理之相關工作

協助SA做好區域貨品流轉 提昇 銷及櫃 競爭力

督促SA做好區域盤點計劃

督促SA安公司的銷售計劃做好 品的銷售安排計畫

其它工作事項

處理區經理及上級臨時交 事項

協助公司搜集市場及同業情報

區域 的SA招募 教育訓練 達到人力的素質提升

要求區 SA做好零售KPI的操作要領 並精進 一個生意達到最佳 況

Your ideal profile:

高中職 大學本科及以上學

+5年零售銷售經驗

+3年管理職或以上職位

百貨零售業經驗是一個加分

批發經驗是一個優勢

精通Microsoft Word Excel和PowerPoint

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.

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