



## **About Zivame**

Zivame was founded in 2011 with the vision to facilitate women to shop uninhibitedly for intimate wear and to make lingerie shopping comfortable. Zivame is now the No. 1 online lingerie company in India with 30 + retail stores and presence in 800 + partner stores across India. Our Mission is to be the destination for every woman's intimate needs. We believe that every woman is unique, and we want to deliver a platform that allows her to browse, discover and shop what is right for her.

All the products at Zivame stem from the desire to design something that is a blend of quality and comfort. Zivame offers trendy lingerie, activewear, sleepwear, and shapewear in over 3000 + exclusive designs and 100 + sizes catering to women across all body types.

## **Regional Sales Manager – North and West**

### **Responsibility:**

- P&L Ownership - Responsible for ensuring that the revenue targets from the lines of business are achieved or exceeded. Motivate & challenge the team to achieve sales & profit results.
- Oversee the development and implementation of standards of best practice and operating procedure throughout the retail channel
- Drive consumer delight and retention- working with tech team to build new products which can offer consumers wider choice and a seamless experience.
- Drive aggressive retail expansion and enlarge Zivame footprint by launching new stores – crack new geographies / territories, acquisition strategies etc.
- Establish and maintain a successful work culture. Recruit, retain, and develop a star team.

### **Skills and Competencies:**

- Desire and ability to think like the customer.
- Demonstrated ability to take full ownership of the P&L of the business and push all relevant levers. Ability to build overarching business strategy including cross functional linkages and then drive execution of the same.
- Passion to architect and experiment with new ideas; ability to think through these pilots/initiatives and deliver clean outcomes.
- Problem solving ability, high levels of analytical horsepower and a strong bias for action.
- People Leadership: Ability to build a strong team to deliver across functions with well-defined KRAs/KPIs.

### **Qualification & Experience:**

- Engineering / Master's degree in Business Administration or related Master's degree and / or professional certification from Top colleges with experience in retail industry