

# - Sales Manager - Tyre & Rubber Auxiliary Products.



No two days are the same at AMW, no matter what role you have. Our work is driven by the desire to make a difference and to have a meaningful impact with the goal of enriching everyday lives. Take our engaging and supportive work environment and couple it with a company culture that recognizes and rewards quality performance, and what do you get? The chance to push the limits every single day.

As a humble family business that started 70 years ago, AMW, now a fully owned subsidiary of Al Futtaim Group (AFG) of United Arab Emirates, is one of the pioneers in the Automotive industry in Sri Lanka.

## KEY REQUIREMENTS

- Successfully completed a degree in marketing management or equivalent qualification from a recognized institution.
- Minimum 07 Years of experience in the sales industry in a reputed organizations and exposure to tyre sales industry would be an added advantage.
- Excellent negotiation and presentation skills with ability to influence others.
- Very good interpersonal skills and excellent verbal and written communications skills.
- Outgoing personality with good leadership skills.

## KEY DUTIES AND RESPONSIBILITIES

- Developing and implementation of sales strategies and plans including the sales budget to meet growth targets for the given period while driving the sales team to achieve the set results.
- Ensuring credit and collection policies and procedures are followed and maintaining debtor percentage within the month.
- Leading the sales team to enhance overall efficiency and maintain high level of motivation among team by conducting regular performance appraisals and identifying required training needs.
- Organize promotional activities and search new market opportunities in order to enhance growth.
- Preparing monthly reports on sales performance against budget and responsible to provide management reports, market analysis, information on time.

Please apply through the below link within 30 days of this advertisement.

<https://www.afuturewithus.com/job/Kalutara-Factory-AMW-Sales-Manager-Tyre-&Rubber-Auxiliary-Products-AMW-Kalutara/914354101/>

