



VACANCIES @ LANWA SANSTHA WANE



Ceylon Steel Corporation Ltd., under the brand name “LANWA Sanstha Wane”, the pioneer in the steel manufacturing industry in Sri Lanka, is today the undisputed market leader with cutting–edge technology and leading steel solutions for the construction industry.

The company, in its present expansion programmes, is looking for team spirited, result oriented individuals with passion and dynamism for the following vacancy.

SALES MANAGER

RESPONSIBILITIES

- Achieving growth and hitting sales targets by successfully managing the sales team
- Designing and implementing a strategic sales plan that expands company's customer base and ensure it's strong presence
- Identify knowledge gaps within the team and develop plans for filling them
- Ensure that company quotas are met by holding daily check-ins with sales team to set objectives and monitor progress
- Develop and implement sales strategies to achieve revenue goals and expand market share
- Set sales targets and define the plans and processes necessary to achieve them
- Train, motivate, and supervise sales staff to achieve growth objectives
- Track sales metrics and report performance to senior management
- Develop relationships with new and existing customers, and respond to customer needs and inquiries
- Identify new opportunities for expanding the customer base
- Work collaboratively and closely with cross-functional teams to ensure customer needs are met
- Research new markets, industry trends, and competitors activity to identify opportunities for sales growth
- Attend industry events and conferences to represent the company and build brand awareness

REQUIREMENTS

- 10 or more years of experience in managing sales in a Building materials/FMCG industry
- Bachelor's degree in business, marketing, or a related field
- Previous experience leading a sales team, preferably in a retail, consumer goods, or service industry
- Proven track record of achieving sales targets and enhancing sales performance
- Excellent communication, interpersonal, and leadership skills
- Strong analytical, problem-solving and decision-making skills
- Proficient in Microsoft Office and CRM software
- Willing to travel extensively as required

If you are highly motivated & result oriented, here is your chance to fast-forward your carrier prospects. An attractive remuneration package awaits the right candidate.

If interested.

Send your completed CV in PDF version with passport size formal photograph within 14 days of this advertisement, with contact details of two non related referees, Please submit your cv through below mentioned E mail only

vacancies@ceylonsteel.com

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