



**JOIN US
HYDRATE
THE NATION!**

CORPORATE SALES MANAGER

American Premium Water, the pioneer in Sri Lanka's bottled water industry, was established in 1995, and serves as the catalyst in today's competitive 5 gallon/ dispenser operation.

The American Group has diversified into packaging, logistics and supply chain, IT and investment sectors via its associate companies comprising of over a thousand staff members. Delivery of drinking-water on time to our customers has been the hallmark which is strictly maintained at all times. We invest in our employees, which translates into delighted smiles from our customers.

We are looking for energetic individuals to fill the above position.

Job Role

- Formulate and execute effective sales strategies
- Achieve revenue targets and market share growth within the corporate sector
- Identify new business opportunities and develop plans to penetrate targeted accounts
- Build and maintain strong relationships with key corporate clients
- Understand client needs and provide solutions to enhance customer satisfaction and loyalty
- Set sales targets and provide guidance and support to ensure the team's success
- Conduct regular market analysis to identify opportunities and potential threats
- Lead negotiations with corporate clients to secure contracts and ensure compliance

Requirements

- Bachelor's degree in business, marketing, (CIM, SLIM) or a related field. MBA is a plus
- Proven experience in corporate sales, preferably in the beverage or FMCG industry
- Strong leadership and team management skills
- Excellent negotiation and communication abilities

The selected candidate is assured of a promising career path with an attractive package

If interested, please send your CV to jobs@americanwater.lk within 14 days of the advertisement. Please mention the position you're applying for in the subject header.
