



Join With Us Manager – Sales

DSI Plastic is a renowned plastic products brand in Sri Lanka since 1994 with a range of industrial & consumer plastic products. Our products are manufactured with modern, best in class technology under the supervision of highly skilled professionals for domestic & international markets.

We are looking for experienced, energetic self-motivated individuals who meet the following requirements to join our factories. There is a vacancy for the above position for immediate engagement depending on the competencies of the suitable candidates who look for a career with us.

Responsibilities

- ▲ Develop and implement Strategic Sales Plans to achieve Company Objectives and Revenue Targets
- ▲ Set clear Sales Targets and provide ongoing guidance and support to team members
- ▲ Build and maintain strong relationships with key clients and stakeholders
- ▲ Utilize market insights to adapt sales strategies and identify new business opportunities
- ▲ Conduct market research and analysis to stay informed about industry trends, customer preferences, and competitive landscape
- ▲ Develop and Manage the Sales Budget, including forecasting and expense allocation
- ▲ Monitor sales performance metrics and KPIs to track progress and identify areas for improvement

Requirements

- ▲ Degree in Business Administration, Marketing, or a related field
- ▲ Having an outgoing personality to create excellent business relationship with customers and dealers
- ▲ Having a well maintained customer/ dealer network would be a definite advantage
- ▲ Proven 10 years experience in Sales Management role with track records of achieving targets and business growth out of which at least 3 years experience in Pet & Plastic industry is highly recognize
- ▲ Strong leadership and team management skills
- ▲ Ability to build and maintain client relationships
- ▲ Excellent communication and interpersonal abilities
- ▲ Age below 50

Apply in confidence within 07 days of this advertisement along with recently taken photograph, names of two non-related referees. (Please indicate the "position" in subject heading in your email)
A Remuneration package to commensurate with qualifications and experience, exceptional opportunities for career development await successful candidate.