

# General Manager - Group Business Development

COLOMBO

*Our Client is a leading Sri Lankan diversified conglomerate*

## Requirements

- Minimum 10 years of experience in the operations sector
- Experience of at least 3-4 years in a comparable role is required
- A bachelor's degree is essential, an MBA would be advantageous
- Candidates should be between 35 - 45 years of age



## Preferred Skills

- Ability to develop and execute strategic plans to drive business growth
- Understanding of market trends, customer needs, and competitive landscape
- Capability to build and maintain strong relationships with clients, partners, and stakeholders
- Demonstrated leadership skills to motivate and guide the business development team
- Capability to analyze industry trends, market developments, and competitor activities
- Proficiency in negotiating contracts, deals, and partnerships to achieve favorable outcomes
- Strong analytical skills to evaluate market data, performance metrics, and financial reports
- Capacity to identify and capitalize on innovative opportunities to differentiate products and services in the market

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