We are specialists in <u>systems integration</u> and have been doing that since 2009. V S Information Systems is part of the respected and diverse VS Group that has been trading in Sri Lanka since 1978 and V S Information Systems has leveraged off this group membership to grow in a secure and sustainable environment following the operational expertise the group is known for and embracing the customer service the group is respected for.

Today V S Information Systems has established itself as a leader in the provision of ICT Solutions in the Sri Lankan market delivering solutions that add value, deliver benefits and address the varied complex requirements in a variety of vertical markets. Utilizing the very best in Sri Lankan technical and business expertise, and using global leading technologies that include HP, Oracle, IBM, Microsoft, Cisco and RedHat etc. V S Information Systems delivers an exceptional customer experience to all sectors of the Sri Lankan market and has satisfied customers in small and medium businesses, corporate enterprises and government departments.

Assistant Manager-Business Development (Public Sector)

Key Responsibilities

- Identify and target potential clients within the public sector, including government agencies.
- Develop and implement effective sales strategies to achieve revenue targets and expand market share.
- Build and nurture relationships with key decision-makers and stakeholders in public sector, including C-level executives, department heads, and procurement officers.
- Conduct thorough market research and analysis to identify emerging trends, competitive landscape, and opportunities for business growth.
- Prepare and deliver compelling sales presentations, proposals and demonstrations to prospective clients.
- Negotiate contracts, pricing and terms with clients, ensuring mutual agreement and customer satisfaction.
- Track and report sales activities, pipeline and progress against targets on a regular basis.
- Stay updated on industry trends, regulatory changes and government policies that may impact the public sector IT Solutions market.
- Represent the company at industry events, conferences and trade shows to promote our solutions and expand the network of contacts.

Qualifications

- Bachelor's degree in Business Administrations, Computer Science, or a field(A Master's degree is a plus)
- Minimum 2 years of experience in business development or sales, specifically in IT Hardware selling for public sector.
- Proven track record of meeting or exceeding sales targets and driving revenue growth.
- In-depth knowledge of the public sector landscape, including government procurement processes, budgeting cycles, and decision making structures.
- Strong understanding of software applications, cloud services, cyber security, data analytics and infrastructure, relevant to the public sector.
- Excellent communication and presentation skills, with the ability to articulate complex technical concepts to non-technical stakeholders.
- Exceptional negotiation and persuasion skills, with the ability to build strong relationships and influence decision-makers.
- Self motivated and results oriented, with a proactive approach to problem solving and achieving targets.
- Ability to work collaboratively in a team environment and effectively manage multiple priorities.
- Willingness to travel as needed to meet clients and attend industry events.

CLICK HERE to Apply.

Head of Human Resources
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