

MANAGER BUSINESS DEVELOPMENT

» Job Brief

We are looking for a dynamic individual as our Manager – Business Development who will assist the Head of Marketing in all our sales and marketing activities from social media, digital campaigns to advertising and creative projects.

» Key responsibilities

- Design and implement a strategic sales plan that expands revenue generation for Sri Lanka Cricket
- Develop international and local business for Sri Lanka Cricket by identifying emerging markets/sponsorship opportunities while being fully aware of the requirements of the organization
- Ensure growth and revenue targets are achieved as planned, while driving the sales process from plan to close
- Build and promote strong, long-lasting business relationships with sponsors and other relevant stakeholders by partnering with them and understanding their needs well.
- Work efficiently with internal stakeholders in managing and delivering results especially related sponsor management
- Management of all sponsors and be responsible to be on official duty at all match venues (including pre visits to match venues) for sponsor related activities in relation to tournament/tours
- Handle back office /administrative work related to sponsorships, events, projects etc, while monitoring of sponsor requirements and their obligations and all other related activities
- Follow-up and complete all related documentation and settlements within required timelines
- Handle other special projects assigned by the management

» Requirements

- Professional qualification in Marketing /Sales from a recognized institution
- Successful previous experience in sales, and at least three years of professional experience in a similar capacity
- Experience in marketing/branding would be an added advantage
- Demonstrated ability to communicate, present and influence credibly at all levels of the organization
- Proven ability to drive the sales process from plan to close
- Strong business sense and accumen
- Excellent command of English and Sinhala languages
- Being an excellent team player, good interpersonal skills that comes with a with great work attitude is a must
- Project management and good negotiation skill is a definite advantage
- Good Analytical skills and IT literacy is a prerequisite
- Age below 40 years

If you are a team player with the drive and initiative to perform with minimum supervision and willingness to work in a team oriented environment, you could be the person we are looking for.

Attractive and negotiable remuneration packages with other fringe benefits and excellent career prospects await the selected candidates.

All applicants should forward their applications to vacancies@srilankacricket.lk along with the names of two non-related referees within 7 days the date of this advertisement.