

Hayleys Group is amongst Sri Lanka's largest, and most respected diversified conglomerates with a turnover in excess of USD 1 Billion. To explore the World of Hayleys, visit us at: www.hayleys.com.

Hayleys Aventura (Pvt) Ltd

Hayleys Aventura (Private) Limited is a fully-owned subsidiary of Hayleys PLC, providing a comprehensive range of best quality and reliable industrial solutions in local and foreign markets through its various business units.

Junior Executive – Business Development (HORECA)

We are seeking a dedicated individual who is passionate about projects & international market development.

Job Responsibilities:

- Identify and develop new business opportunities within the HORECA sector in Sri Lanka for raw materials & Ingredients.
- Drive revenue growth by acquiring new customers and expanding existing accounts.
- Prepare and execute sales strategies aligned with company objectives and market demand.
- Conduct regular market visits, product presentations, and commercial negotiations.
- Identify, evaluate, and onboard new local and international principals for raw materials relevant to the HORECA industry.
- Develop quarterly sales plans, including targets, strategies, and action plans.
- Participate in trade shows, exhibitions, product launches, and industry events.
- Ensure compliance with company policies, ethical standards, and regulatory requirements.
- Perform any other duties assigned by management in line with business needs.

Candidate Profile

- O/L or A/L qualified, with 2–3 years of experience in hotel, restaurant, and cafe operations.
- A diploma in Hotel Management or a Certificate Course in Barista/Bartender Skills is an added advantage.
- Strong analytical, research, and project coordination skills.
- Excellent communication, presentation, and stakeholder management skills.
- Ability to work independently, multitask, and deliver results within deadlines.

An attractive remuneration package awaits the successful candidate.

If you think you have what it takes to be successful in this challenging role, please send your CV to careers@hayleysaventura.com indicating the position applied for on the subject line of the email or please click on **"Apply now"**.

Hayleys is an Equal Opportunity Employer.

