



# SALES EXECUTIVE (COLOMBO, KALUTARA)

United Motors Lanka PLC, established in 1945, is one of Sri Lanka's pioneering automotive companies representing some of the most prestigious global brands in automotive. UML has also been rated as one of the top 25 listed companies by Business Today. The company is the exclusive importer and distributor of the globally renowned Valvoline Lubricant brand and is seeking dynamic Sales Executives.



## KEY RESPONSIBILITIES:

- Implementation of territory sales plan and achieve sales Targets in Primary & Re-distribution.
- Preparation of Beat plan monthly.
- Key control in route plan for pre order deliveries by the DB.
- Preparing sales order projection in consultation with ASM & DB.
- Maintain and control all expenses and ensure within the budgeted expenditure.
- Ensure that the distributors maintain the correct buffer level as per company policy.
- Timely renewal of distributor Bank Guarantees with required enhancements.
- Responsible to ensure the payments are collected within the specified period for all goods invoiced to the distributor and Key focus on trade collection.
- Responsible for actively optimizing sales development, enhancing channel development, and fostering long-term relationships with channel partners.
- Handling of promotions and effective merchandising / visibility of products.

## QUALIFICATIONS:

- Should possess good secondary education with four credit passes including Mathematics and English at the G.C.E.O/L examination.
- Full or partial qualification in CIM/SLIM, or a degree/diploma in Sales or Marketing from a recognized institution, or relevant work-related courses of local or international acclaim would be an added advantage.
- Minimum of 03-04 years of experience in a Sales Executive or Sales Representative role, in Hardware/FMCG/Lubrication industry.
- Proven track record of achieving and exceeding sales targets.
- Good command of English/Sinhala Languages (Tamil would be an added advantage).
- Proficient in MS Office applications, including Excel, PowerPoint and Word.
- The candidate should be located within the district mentioned above.
- Experience in distributor operations would be an added advantage.
- Age around 25 - 30 Years.

An attractive remuneration package, including incentives and a comprehensive medical scheme, along with excellent career development opportunities await the selected candidates.

Canvassing in any form will be a disqualification. If you are confident that you satisfy the above requirements, please email your resume to reach us within 07 days of this advertisement.

Send your cv to below address or email

General Manager - Human Resources and Administration  
United Motors Lanka PLC

100, HydePark Corner, Colombo 02 | [careers@unitedmotors.lk](mailto:careers@unitedmotors.lk)



**United Motors Lanka PLC**