



Area Sales Executive Mobiles (Kandy / Galle)



The Business is expanding!

John Keells Office Automation (Pvt.) Ltd., (JKOA), is a 100% owned subsidiary of John Keells Holdings PLC., the largest listed conglomerate in the Colombo Stock Exchange.

JKOA is the premier provider of office automation solutions in Sri Lanka, in the businesses of copying, printing, mobiles, computing, visual projection solutions and retail automation. Our services reach out to government, private organizations and NGOs across the country. Innovative products from leading brands and exceptional after sales support has been JKOA's forte for more than 30 years.

Responsibilities

- Monitor Distributor sales force assigned to ensure the achievement of sales targets and identifying opportunities for growing sales volumes and market share whilst providing all necessary support and guidance to Distributor Sales Representatives.
- Manage a designated territory whilst assuring that the distributors achieve their primary and secondary targets for our leading smartphone portfolio.
- Provide excellent post-sales support and ensure customer satisfaction.
- Stay up-to-date on industry trends and competitor offerings.
- Maintain a good rapport with dealers by providing a quality customer service.

Requirements

- Part or full qualification related to Sales, Marketing, Business Administration or equivalent.
- 1-3 years of relevant experience in the related field.
- Experience in distributor management is an added advantage.
- Proven track record of achieving targets and driving sales growth in a business.
- Ability to work effectively across teams and functions

Interested candidates who possess the required skills are invited to click below and forward the CV via JKOA careers website or share the CV to hr@jkoal.lk mentioning the post as the subject line of the e-mail.