

JOIN
THE DYNAMIC TEAM OF
Browns

Browns is one of the largest diversified conglomerates in Sri Lanka, which manages a fast growing and valuable portfolio of brands across several key industry sectors, such as automotive; plantations; leisure; power generation; agriculture; pharmaceuticals; investments; marine and manufacturing. Being in existence for over 150 years, the Company is built upon a strong foundation of strength, driven by a vision and a will to succeed. We are looking for a self-motivated, result-driven individual with a proven track record to join our Browns Group.

Officer Business Development

(Agriculture Machinery Spare Parts)

Field Based - All Island

Key Responsibilities

- Identify industry trends, spare parts demand, and the competitive landscape
- Maintain and strengthen relationships with the existing dealer network
- Conduct sales presentations and promote company products and services
- Negotiate contracts, pricing, and terms with dealers
- Achieve assigned sales targets and KPIs
- Identify new sales opportunities and appoint new dealers
- Work closely with cross-functional teams to ensure a seamless customer experience
- Oversee debt collection and follow up on outstanding payments
- Support area development and product promotion initiatives

Requirements

- Diploma in Agriculture or a related field (added advantage)
- Certifications in automobile, sales, or marketing will be beneficial
- Minimum 2 years' experience in Agriculture Machinery Spare Parts or a related field

If you believe your profile matches the role, kindly please forward your CV to us within 7 days of this advertisement.

Human Resources Department

Brown & Company PLC
34, Sir Mohamed Macan Markar Mawatha, Colombo - 03
Tel: 0112 663 000
E-mail: recruitment@brownsgroup.com

Apply now!


Browns
A Heritage of Trust

