

# Sri Lanka's Best Brand

*Wants You!*



Vacancy for the position of

## Assistant Manager – Corporate Sales

Singer (Sri Lanka) PLC operates with the vision to be the market leader in elevating and enriching lives.

The Assistant Manager – Corporate Sales is responsible for managing and growing relationships with key corporate accounts. This role involves understanding clients' needs, developing strategic plans to meet those needs, and ensuring high levels of customer satisfaction.

### Job Profile

- Serve as the primary point of contact for key accounts.
- Understand clients' business needs and challenges, offering tailored solutions.
- Identify and pursue opportunities for upselling and cross-selling within existing accounts
- Monitor and ensure high levels of customer satisfaction and retention
- Coordinate with other departments to ensure client needs are met and expectations are managed

### Personal Profile

- Degree or a related professional qualification
- More than 3 years of experience in Corporate Sales and Key Account Management preferably in the Retail Industry.
- Strong communication and negotiation skills
- Flexible to travel as required to meet with clients
- Highly organized with strong attention to detail
- Ability to build and maintain strong client relationships.
- Ability to work effectively both independently and as part of a team

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'SLIM-KANTAR PEOPLE'S BRAND OF THE YEAR FOR 19 CONSECUTIVE YEARS'

# SINGER®