

Tokyo Cement Company (Lanka) PLC., a prestigious public quoted company with foreign collaboration and Sri Lanka's premier Cement Manufacturer and Ready-Mix Concrete Supplier, requests applications from qualified persons for the following position.

## **Sales Promotion Officers - Innovation Products (Negombo)**

We are looking for a results-driven sales representative to actively seek out and engage customer prospects. You will provide complete and appropriate solutions for every customer in order to boost sales growth, customer acquisition levels.

### **Responsibilities:-**

- Present, promote and sell products to existing and prospective customers
- Analysis of existing /potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Expedite resolving of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory / market potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests and competitive activities
- Keep abreast of best practices and promotional trends

### **Requirement:-**

- Should have passed GCE A/L
- Age between 20 to 30 years
- 2 to 3 years proven work experience as a sales representative
- Should be able to ride motor cycle & possess a valid riding license
- Excellent knowledge of MS Office
- Ability to build productive business professional relationships
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication and negotiation skills
- Verbal and written communication skills in English and Tamil will be an added advantage
- Preference will be given to the candidates who live in the above area

*The selected candidate will be offered an attractive remuneration package.*

***Please e-mail your CV along with names and contact details of two non-related referees and a passport size colour photograph (embedded to CV) within 14 days. Please mention the post applied in the subject line of the e-mail.***

Manager – HR & Administration,

**TOKYO CEMENT CO. (LANKA) PLC.**

No. 469 1/1, Galle Road, Colombo 03.

E-mail: [careers@tokyocement.lk](mailto:careers@tokyocement.lk)