



RICHARD PIERIS & COMPANY PLC

## WE ARE HIRING Key Accounts Sales Executive - Tea

Join the Richard Pieris Group, a dynamic and diversified conglomerate in Sri Lanka, and be a part of our journey to success. We are looking for a Key Accounts Sales Executive to contribute to the growth of **Maskeliya Tea Gardens Ceylon Limited**, our tea marketing arm.

### Role Highlights:

- 🌿 **Revenue Generation:** Drive revenue growth within assigned sales channels, focusing on Institutions and Horeca sectors. You'll be responsible for nurturing existing clients and expanding your customer base.
- 🌿 **Credit Management:** Maintain sound credit practices within assigned credit terms and limits.
- 🌿 **Customer Service:** Ensure a high level of customer satisfaction by coordinating with our Production and Distribution Centre for timely deliveries and maintaining strong customer relationships.
- 🌿 **Product Knowledge:** Educate customers and stakeholders about our products, address product-related inquiries, and uphold positive relationships.
- 🌿 **Market Engagement:** Actively participate in trade fairs, exhibitions, tea tasting sessions, and sampling promotions to raise brand awareness.
- 🌿 **Field Visits:** Complete planned field visits to maximize productivity.
- 🌿 **Demand Forecasting:** Accurately predict demand to maintain product availability.

### Qualifications and Skills:

- 🌿 GCE Advanced Level qualification, preferably in the Commerce stream.
- 🌿 A Diploma in Sales Management/Marketing is a plus.
- 🌿 Minimum of 5 years' sales experience in FMCG; tea/coffee sales experience is advantageous.
- 🌿 Proficiency in MS Office.
- 🌿 Strong command of spoken and written English.
- 🌿 A team player with a passion for success.

### We Offer:

- 🌿 An attractive compensation package for the ideal candidate, which includes a vehicle allowance, fuel coverage, performance-based incentives, and medical insurance benefits.

If you are the ideal fit for this role, please send your CV with the job title in the subject line to [careers@arpico.com](mailto:careers@arpico.com) | [info.mtg@arpico.com](mailto:info.mtg@arpico.com) within 7 days of this advertisement.

Join us at Richard Pieris Group and be a part of our exciting journey towards success.

**Head of Group Human Resources - Richard Pieris & Company PLC**  
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