



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 | 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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