

Tokyo Cement Company (Lanka) PLC is a prestigious public quoted company with foreign collaboration and reputation as one of Sri Lanka's premier cement and Ready Mixed concrete manufacturers, request applications from qualified persons for the following position.

Sales Promotion Officer - Innovation (Southern Province)

We're 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, 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 efforts 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
- Excellent knowledge of MS Office
- Ability to build productive business and 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

The chosen candidate would be entitled to an attractive remuneration package.

Please forward your CV with names and contact details of two non-related referees and passport size colour photographs within 14 days. Please mentioned the post applied in subject line of the e-mail.

Manager – HR & Administration,

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

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