

A household name in over 100 countries



Dilmah
For lovers of tea



Flagship of fine Ceylon tea

The MJF Group is a vertically integrated business in the tea industry with growing, manufacturing, branding & marketing of tea as its focus. The Group's investments cover every aspect of the industry, making it a major international player. The Group markets its teas under the Dilmah Brand. We now wish to recruit a high calibre individual to join Sri Lanka's leading international brand for the following position.

Sales Manager – FOODSERVICE / HORECA – Sri Lanka

We are looking for a competent Sales Manager to manage our expanding Foodservice / HORECA business in Sri Lanka. Dilmah Tea is served by prestigious hospitality customers. The role of the Sales Manager would be to work closely with our customer base.

The ideal candidate should possess the following:

- A minimum of 5 - 7 years of Sales experience, ideally in Food & Beverage, B2B selling OR a B2B selling environment
- Above average selling skills
- Excellent English language presentation and writing skills
- A good educational background preferably with a Sales & Marketing qualification
- Excellent networking and relationship building competencies
- Very good analytical skills

The selected candidate will be provided with on-the-job training, and a negotiable salary package which will include a company car.

The job entails regular field work to meet current and potential customers, in addition to managing all the sales functions of the Foodservice segment, and selected activation programmes.

Sales Coordinator – FOODSERVICE / HORECA – Sri Lanka

As we expand our Foodservice / HORECA operations in Sri Lanka, we are looking for a competent and talented Foodservice / HORECA Coordinator who will work closely with the management team in implementing the field sales operational programmes.

The ideal candidate should possess the following:

- 2 - 5 years of Food & Beverage sales experience and / or B2B sales experience
- Above average selling skills with the ability to achieve sales targets
- Excellent English written and oral communication skills, with the ability to make professional presentations
- A good educational background would be an advantage

We are looking for young professionals with a passion and drive to achieve their given targets.

*Candidates who are selected for both of the above jobs have the opportunity to join the Dilmah International Sales & Marketing Operations in the future.

An attractive remuneration package awaits the selected candidates.

Please forward your detailed CV to hmr@dilmahtea.com on or before **11th February 2022**, indicating the position applied for in the subject line.

Head of Human resources, MJF Holdings Ltd. 111, Negombo Road, Peliyagoda, Sri Lanka

While we value every application for practical reasons we can only communicate with short-listed applicants



Business ethics and social responsibility



Vertically integrated, from the tea bush to your cup



State of the art manufacturing facilities