https://www.lankatalents.lk/job/business-development-executive-it-products/

Field Sales Executive- IT Solutions

Hiring organization
Lanka Talents Creations (Pvt) Ltd

Industry
IT Industry

Employment Type
Full-time

Job Location
Colombo 04, Colombo 04

Valid through
10.03.2026

Description

We are currently seeking a dynamic and results-driven **Field Sales Executive** to join our growing team in Colombo 04. This role is ideal for a motivated sales professional with a strong background in B2B sales and a passion for IT products and corporate client engagement.

Responsibilities

- **Build and manage strong corporate client relationships**– Initiate and maintain strong relationships with corporate clients.
  – Conduct regular client visits and follow-up calls to ensure satisfaction and loyalty
- **Promote and sell IT products to business clients**– Promote and sell IT products to business clients.
  – Identify client needs and propose tailored product solutions.
  – Prospect new corporate clients and expand the customer base.
  – Negotiate terms and close deals to achieve monthly and quarterly sales targets
- **Identify new business opportunities and close sales deals**

– Attend to client queries promptly.
– Maintain accurate records of client interactions, proposals, and transactions.

- **Maintain up-to-date product and market knowledge**– Should have good knowledge of IT Products – desktops, laptops, peripherals, accessories
  – Stay updated on IT product trends, specifications, and competitive offerings.
  – Share market insights and client feedback with management.
- **Achieve sales targets with accurate reporting and compliance**– Prepare and submit regular sales reports and forecasts.
  – Ensure compliance with company policies and ethical sales practices

Job Benefits

Attractive Salary Package + Sales Commissions

60000 to 100000 LKR (Basic Salary)

Qualifications

- Male Candidates between the age of 25 to 30 Years
- Minimum 2 years of hands-on B2B sales experience (corporate clients preferred).
- Strong knowledge of IT products (desktops, laptops, peripherals, accessories).
- Excellent communication, negotiation, and interpersonal skills.
- Good command of English is preferred though not essential.
- Ambitious, target-driven, and eager to grow within the organization.

- Self-motivated, disciplined, and able to work independently.
- Professional appearance and confident presentation style.
- Must own motorcycle with valid riding license for client visits***Age Range – 25-35***

Contacts
Send Your CVs Via

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