

Business Development Executive

Description

We are seeking a dynamic and results-driven Business Development Executive to join our client's growing commercial team. This role is ideal for a proactive professional who enjoys building strong client relationships, identifying new business opportunities, and driving sustainable business growth within the agriculture sector. The successful candidate will work closely with estate owners, agribusinesses, and key decision-makers while supporting the company's commercial expansion initiatives.

Responsibilities

- Visit plantations, estates, and agribusinesses across designated regions to identify potential business opportunities.
- Build and maintain strong relationships with estate owners, managers, and key decision-makers.
- Generate new business opportunities through strategic prospecting and structured outreach.
- Manage and nurture sales leads through consistent follow-ups and relationship management.
- Coordinate and schedule meetings for the senior commercial team.
- Maintain accurate customer interactions and sales activities within the company's CRM system.
- Gather market intelligence and customer feedback to support commercial strategy and business growth.
- Represent the company professionally while promoting its products and solutions to prospective clients.
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Job Benefits

- **Net Salary:** Rs. 100,000+ per month
- Attractive commission structure based on performance
- Opportunity to work with a growing organization in the agribusiness sector
- Career growth and professional development opportunities

Qualifications

- 2-5 years of experience in Sales, Business Development, or a client-facing role.
- Previous exposure to the coconut, oil palm, or agricultural sector will be an added advantage.
- Excellent communication, negotiation, and interpersonal skills.
- Good command of English; proficiency in Sinhala or Tamil is advantageous.
- Self-motivated, organized, and target-oriented with strong problem-solving abilities.
- Comfortable traveling regularly to client locations across Sri Lanka.
- Ability to build and maintain long-term client relationships.
- Proficiency in Microsoft Office applications and CRM systems is an

Hiring organization

Lanka Talents Creations (Pvt) Ltd

Industry

Agriculture

Employment Type

Full-time

Job Location

Kurunegala or Colombo

advantage.

Contacts

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