https://www.lankatalents.lk/job/sales-executive-corporate/

Sales Executive – Corporate

Hiring organization
Lanka Talents Creations (Pvt) Ltd

Industry
Electronic and Electrical Industry

Employment Type
Full-time

Job Location
Bambalapitiya

Valid through
09.10.2026

Description

Lanka Talents Creation (Pvt) Ltd is seeking a self-motivated, target-oriented, and results-driven Sales Executive – Corporate to join a growing team. The successful candidate will be responsible for developing corporate sales opportunities, building strong client relationships, generating new business, and contributing to the achievement of sales targets.

This position is ideal for a sales professional with strong communication and negotiation skills who enjoys building relationships, identifying opportunities, and working in a target-driven environment.

Responsibilities

- Identify and develop new corporate sales opportunities.
- Generate leads through networking, market research, referrals, and field activities.
- Build and maintain strong relationships with existing and potential corporate clients.
- Conduct client meetings, presentations, product discussions, and sales negotiations.
- Understand client requirements and recommend appropriate products or solutions.
- Follow up on leads, quotations, proposals, and customer enquiries.
- Develop and maintain a healthy sales pipeline.
- Achieve assigned monthly and annual sales targets.

Qualifications

- Minimum GCE A/L qualification.
- Professional qualification in Sales and Marketing will be an added advantage.
- Minimum 2 years of experience in a similar sales capacity.
- Previous experience in Corporate Sales will be an advantage.
- Self-motivated, proactive, and target-oriented.
- Excellent communication and negotiation skills.
- Strong interpersonal and relationship-building skills.
- Good presentation and customer-handling abilities.
- Ability to identify business opportunities and convert leads into sales.
- Ability to work independently and as part of a team.
- Ability to work under pressure and meet sales targets.
- Strong organizational and time-management skills.
- Willingness to travel for client meetings and field sales activities.
- Valid riding licence is required.

Contacts

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