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Sales Executive

Hiring organization
Lanka Talents Creations (Pvt) Ltd

Industry
Agriculture

Employment Type
Full-time

Job Location
Kurunegala or Colombo, Kurunegala or Colombo

Description

The Sales Executive will play a key role in expanding the company's customer base by identifying new business opportunities, building long-term client relationships, and supporting business growth within the agribusiness sector. The role requires proactive client engagement, lead generation, CRM management, and coordination with the senior management team to achieve sales objectives.

Responsibilities

- Identify and develop new business opportunities and prospective clients.
- Build and maintain strong relationships with existing and potential customers.
- Attend client meetings, exhibitions, trade fairs, and industry events to generate new business leads.
- Conduct regular follow-ups with prospective customers to convert leads into business opportunities.
- Maintain accurate sales records and update the CRM system on a regular basis.
- Coordinate and schedule client meetings for the senior management team.
- Prepare sales reports and maintain customer information accurately.
- Collaborate with internal teams to ensure smooth customer onboarding and service delivery.
- Achieve assigned sales targets and contribute to the company's overall business growth.
- Represent the company professionally while promoting its products and services.

Job Benefits

- **Net Salary:** Rs. 60,000 + Attractive Commissions
- Performance-Based Rewards
- Career Growth Opportunities
- Opportunity to work with leading agribusiness clients.

Qualifications

- Minimum of **2 years' experience** in Sales, Business Development, or Account Management.
- Excellent communication skills with **English proficiency** (Sinhala and Tamil will be an added advantage).
- Experience in the coconut, plantation, agriculture, or agribusiness sector is highly desirable.
- Strong interpersonal and relationship-building skills.
- Ability to work independently and achieve sales targets.
- Strong organizational, planning, and follow-up skills.

Contacts

Call / WhatsApp: 070 500 2151

Email: dinithi@lankatalents.lk