https://www.lankatalents.lk/job/sales-manager-projects/

Sales Manager – Projects

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 dynamic and results-oriented Sales Manager – Projects to drive project-sector sales, develop new business opportunities, and build strong professional relationships with consultants, architects, and key industry stakeholders.

The ideal candidate will have 2–3 years of relevant project-sector sales experience, strong communication and leadership skills, and the ability to work independently in a target-driven environment. Knowledge of Air Conditioning (AC) and Refrigeration will be an added advantage.

Responsibilities

- Drive sales activities within the project sector to achieve assigned sales targets.
- Build and maintain strong professional relationships with consultants and architects.
- Identify, develop, and pursue new project opportunities.
- Manage client relationships and support overall business growth.
- Develop and maintain a strong project sales pipeline.
- Conduct client meetings, presentations, and business negotiations.
- Follow up on project leads, proposals, quotations, and sales opportunities.
- Achieve sales targets through effective planning, execution, and relationship

Qualifications

- Full or part-time professional qualification in **Sales & Marketing**.
- Minimum **2–3 years of experience in the Project Sector** in a similar capacity.
- Technical knowledge of **AC and Refrigeration** will be an added advantage.
- Previous exposure to **consultants and architects** will be an advantage.
- Excellent communication and interpersonal skills.
- Strong leadership and relationship-management abilities.
- Good negotiation, presentation, and business development skills.
- Target-oriented and proactive approach to sales.
- Ability to work independently and effectively under pressure.

Contacts

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