

<https://www.lankatalents.lk/job/sales-team-leader-shipping-logistics/>

## Sales Team Leader – Shipping & Logistics

### Description

We are looking for an experienced and results-driven Sales Team Leader – Shipping & Logistics to lead and develop its telesales team. The successful candidate will be responsible for driving sales performance, managing leads and conversions, coaching sales executives, monitoring KPIs, and implementing strategies to achieve business growth.

This is a leadership role for an individual who can build a high-performing sales culture while maintaining strong customer relationships and ensuring smooth coordination with internal teams.

The company operates within the transportation, logistics, shipping and supply-chain sector, with its Sri Lankan operation supporting international logistics services.

### Responsibilities

- Lead, motivate and supervise the sales team
- Set and achieve daily, weekly and monthly sales targets
- Manage leads, follow-ups and conversions
- Train, coach and mentor sales executives
- Monitor KPIs and team performance and provide regular reports

### Qualifications

- 3–5 years of experience in Sales, Telemarketing, Customer Service or Business Development
- 1–2 years of experience in a Supervisory / Team Leadership role
- Experience in Shipping, Logistics, Freight Forwarding, Relocation or BPO industry is preferred
- Strong leadership, communication and decision-making skills
- Results-oriented with excellent problem-solving and time-management skills

### Contacts

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### Hiring organization

Lanka Talents Creations (Pvt) Ltd

### Industry

Shipping & Logistics

### Employment Type

Full-time

### Job Location

Colombo 08