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Sales Executive – 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 motivated and target-oriented Sales Executive – Projects to support business growth through client acquisition, relationship management, lead generation, and sales development.

The ideal candidate should have at least 2 years of experience in a similar sales capacity, excellent communication and negotiation skills, and the ability to work confidently in both office and field environments.

Responsibilities

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

Qualifications

- Minimum **GCE A/L qualification**.
- Professional qualification in **Sales, Marketing, Business Management, or a related field** will be an added advantage.
- Minimum **2 years of experience** in a similar sales capacity.
- Previous experience in **Corporate Sales or Project 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 work independently as well as as part of a team.
- Ability to work under pressure and meet sales deadlines.
- Good problem-solving and decision-making skills.
- Willingness to travel and work in a field-based environment.
- Valid riding licence is required.

Contacts

dinithi@lankatalents.lk
070 500 2151