



WE ARE HIRING REGIONAL SALES MANAGER

Central Province | Sabaragamuwa Province

We are seeking an experienced **Regional Sales Manager** to lead sales operations within an assigned region, drive revenue growth, develop dealer relationships, and achieve sales targets through effective team management and strategic planning.

Key Responsibilities:

- Develop and execute regional sales strategies.
- Achieve monthly, quarterly, and annual sales targets.
- Manage and motivate the regional sales team.
- Build and maintain strong relationships with dealers, distributors, and key customers.
- Conduct regular field visits and customer meetings.
- Identify new business opportunities and market expansion initiatives.
- Monitor competitor activities and market trends.
- Prepare sales forecasts and performance reports.
- Ensure excellent customer service and after-sales support.

Requirements:

- Bachelor's Degree or Diploma in Marketing, Business Management, Sales, or a related field.
- Minimum 5 years of sales experience, including at least 2 years in a managerial role.
- Proven leadership and team management skills.
- Excellent negotiation and communication abilities.
- Strong analytical and reporting skills.
- Valid Sri Lankan driving licence and willingness to travel extensively.

Preferred Candidate Profile:

- Results-driven and customer-focused.
- Strong leadership and decision-making abilities.
- Excellent relationship-building and communication skills.
- Ability to perform under pressure and meet challenging sales targets.
- Strong negotiation and problem-solving skills.
- Ability to work both independently and as part of a team.

We welcome applications from motivated professionals who are passionate about growth and excellence. Please submit your CV to

careers@ideaindustries.lk

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