

SALES REPRESENTATIVE

SriLankan Catering Limited, a fully owned subsidiary of SriLankan Airlines with ISO 22000:2018 (HACCP), ISO 9001:2015, ISO 14001:2015 and also with the Halal Certification, is the sole caterer to International Airlines. The company counts to its credit several national and international awards, including five Mercury Awards from the International Travel Catering Association (ITCA). The company is equipped with a state-of-the-art Flight Kitchen for the production of food and beverage to the highest quality standards.

The company is looking for a Sales Representative to promote/sell the newly introduced Frozen Meals Product to the target market.

Duties and Responsibilities:

- Promote Frozen Meal/Heat & Eat meals
- Focus on sales and provide excellence service to the customers whilst Identifying the required product improvements and new product developments by being updated on industry trends, market activities and competitors
- Planning and organizing daily work schedule to call / visit on existing and potential customers
- Prepare and present all reports pertaining to the Sales such as daily call reports, weekly work plans, and monthly and annual territory analyses to relevant parties
- Proper documentation on payments, monthly bills and other financial documents related to the sales in an effective manner
- Actively seek out new sales opportunities through cold calling, networking, social media, visit supermarket chains to enhance the customer base
- Handle customer complaints by providing solutions in an effective manner

The ideal candidate should possess:

- Full or part professional qualification related to the Sales & Merchandising
- Minimum 3 years hands on sales experience in FMCG Sector (Fast-Moving Consumer Goods)
- Having an own Motorcycle with valid Riding/Driving License is mandatory
- High level of IT literacy including sound knowledge in MS Office
- Credit Passes for English and Mathematics for G.C.E. (O/L)
- Excellent writing and oral communication skills, leadership skills, negotiation skills and analytical Skills
- Sound planning and organization skills coupled with a methodical approach to work

The selected candidate can be assured of an attractive and enhanced remuneration package with target based incentive scheme, motorcycle allowance and challenging/encouraging working environment.

If you feel you have the required skills and experience for the job, please email your resume to careers@srilankancatering.com or by post, with names of two non-related referees, enclosing a recent passport size photograph, your contact number and stating the position applied for, on the top left-hand corner of the envelope within 10 days from the date of this advertisement addressed to:

Senior Manager - Human Resources & Administration

SriLankan Catering Limited

PO Box 07

Airline Centre, Bandaranaike International Airport

Katunayake