



Hutch is rapidly emerging as Sri Lanka's No. 1 choice for mobile broadband services. A continuing focus on delivering great value products and a high quality experience, Hutch's recent nationwide expansion deploying the country's most advanced 4G network, has geared Hutch to reach new heights.

Hutch is a fully owned subsidiary of Hong Kong based CK Hutchison Holdings Limited (CKHH), a global Fortune 500 conglomerate operating in 52 countries.

Telecom operations of CKHH span the globe covering UK, Ireland, Austria, Sweden, Denmark, Italy, Australia, Hong Kong, Indonesia, Sri Lanka, Vietnam & Macau.

In our plan to conquer new heights in a dynamic and fast evolving industry, we are looking for an energetic and results oriented individual to join our business development team.

Manager - Distribution Excellence

The role is a sales performance enhancement role in which the candidate will be required to set-up and manage an operation to gather valuable insights on our distribution network efficiency and implement initiatives to aid the sales and marketing development teams drive 'A grade' performances.

The candidate will:

- Manage a team who will interact with trade partners to assess servicing efficiencies in stocking, merchandising, product education and trade scheme comprehension, and distribute insights for cross functional action.
- Identify trade channel pain points in all hierarchies, assess relationship strengths, engagement levels and brand loyalty, and plan and drive action working cross functionally for strengthening.
- Develop centralized retail partner profiling to better analyze individual performances against potential, and execute strategies that support the field sales teams to achieve full potential from the retail partners.
- Document competitor intelligences gathered through interactions across sales hierarchies for consideration.

Qualifications & desired experience:

- Bachelor's degree or professional qualification in Business Management or Marketing.
- Prior experience relating to Sales Management.
- Excellent communication and interpersonal skill to interact with people both external & internal across all levels.
- Sound analytical skills with competency in MS Excel, Access & Powerpoint.
- Ability to learn and work on information systems software.

An attractive remuneration package is on offer for the right candidate.

If you think that you are the right fit and can fulfill above responsibilities, please forward your comprehensive resume along with a recent passport size photograph within 7 days to the email mentioned below.

Email us: vacancies@hutchison.lk

Hutchison Telecommunications Lanka (Pvt) Ltd

No. 234, Galle Road, Colombo 04.

Tel: 0788632632 Fax: 0788632188