

SriLankan Airlines, the National Carrier of Sri Lanka operates with a network of destinations throughout Asia, Middle East, London and Melbourne. The Airline has a strong presence in Maldives and Southern India. SriLankan is a member of the 'oneworld' alliance.

The SriLankan team is seeking for dynamic individuals to join us as:

Sales Manager New South Wales

The incumbent will be responsible to establish and execute strategies to achieve revenue and market share goals of the Airline. He/ she will represent the Airline's commercial and corporate objectives through successful work engagements with all internal and external stakeholders.

Key responsibilities:

- Plan and implement sales/ marketing strategies to achieve (and exceed when possible) the set station revenue targets and maintain / increase market share according to market behavior.
- Monitor competitor activities and market conditions to implement appropriate sales and marketing measures in order to ensure wider distribution of the product in the territory.
- Direct the Field Sales Team, In-house Sales Support and Reservation Teams to achieve set standards of client/ account servicing and explore new business opportunities in order to achieve highest revenue for the station.
- Develop and maintain good working relationships with agents, authorities, corporates, customers and other industry partners and represent Country Manager in industry / market forums and perform duties in absence to assure uninterrupted decision making process.
- Implement effective cost control measures and manage the station within the approved expenditure budget.
- Develop new markets/ segments whilst maintaining the share of traditional markets/ segments where necessary by effective use of available resources to compete and be ahead of the competitors.

The applicants should possess following minimum requirements:

Bachelors' Degree with 3 years of work experience at Executive level in Sales/ other relevant Commercial experience
OR

Full professional qualification with 3 years of work experience at Executive level in Sales/ other relevant Commercial experience.

Prior Airline experience in a similar role with good analytical and interpersonal skills is a mandatory requirement. Australian market handling experience, Key Account Management including exposure to tour operations, ethnic markets and ability to devise destination marketing campaigns would be considered a distinct advantage. Ability to legally live and work in Australia is a mandatory requirement.

Applications (**with copies of educational/ professional certificates attached**) along with your **contact number** and **e-mail address** should be forwarded to careers@srilankan.com on or before **15th September 2021**.

Influencing will be a reflection of unsuitability.

We are an equal opportunity organization.

Employment will be offered on fixed term contract.

Please note that we will correspond with you within a month of closing the advertisement in the event your application is shortlisted for consideration.