



BE A PART OF AN EXTRAORDINARY TEAM

Sri Lanka's National Mobile Service Provider, Mobitel strives to provide innovative telecom solutions to the nation whilst transforming the local telecommunications sector to be on par with global standards.

As a part of our workplace culture, we strive to maintain a dynamic and rewarding environment where our young and energetic workforce is provided with equal opportunities, training and guidance to reach greater heights. This is your opportunity to be a part of this stellar workforce.

Senior Executive - Enterprise Relationships

JOB ROLE:

- Develop, maintain and strengthen relationships with customers in the Enterprise Business portfolio.
- Develop and implement strategies to enhance customer satisfaction of the assigned sector customers.
- Maintain and update the customer database in a periodic manner and ensure the retention of the existing accounts.
- Enhance knowledge on service delivery excellence and keep up to date with on Mobitel's new products and services.

QUALIFICATIONS & EXPERIENCE:

- Candidate should possess a Diploma or Degree in Business Management/Marketing or any other relevant field.
- Minimum 2 years' of experience in executive capacity in providing government/corporate account sales or services preferably in the telecommunication industry.
- Should possess essential skills of Sales Management, Retention Management, Key Account Management.
- Candidate should be able to build professional relationships with all the stakeholders.
- Proficiency in English in both written and verbal communication.
- Futuristic thinking on managing customer relationships in sector business trends, consumer behaviours and brand stickiness.
- Extensive knowledge based on mobile technological emerging themes and business dynamics in the industry.

If interested, e-mail your resume to career@mobitel.lk on or before 9th September 2021