



TRANSCEND THE ORDINARY

Re-write your future across the world's finest interiors

The leader in the Surface Coverings and Bathware industry in Sri Lanka and pacesetter in the international arena, Royal Ceramics Lanka PLC (Rocell) is now inviting ambitious individuals to join a world-renowned design democracy and be part of a global workforce. For decades we have combined timeless design with the functionality of everyday living, along with an uncompromising passion for perfection, quality and innovation. Join us today and together, let's reimagine the interior design landscape of the future.

Manager Dealer Channel

Key Responsibilities

- The candidate is to liaise with the dealer network, finding new avenues for new dealers and territory management.
- Must manage Debtors, Sales and Distribution to meet and exceed channel sales revenue, channel sales profitability.
- Analyse and control expenditures to conform to budgetary requirements.
- Ensure that channel partners have adequate support and ongoing training / education to effectively sell the company's brand and product line.
- Analyse sales statistics to formulate policy and assist channel partners in promoting sales.
- Arrange loyalty programmes and promotional activities.
- Monitor and evaluate competitor activities.
- Develop / maintain legal agreements with channel partners in line with the company's channel partner programme.

Requirements

- A Degree in Business, Marketing or a related field, with CIM Qualification as an added advantage.
- Applicants must have at least 10 years of experience in FMCG or a similar capacity in creating and building a reseller channel.
- Understand what is required to successfully create and build a reseller channel.
- Strong negotiation skills.
- Strong communication and presentation skills, with the ability to address a wide variety of audiences.
- Ability to work effectively with own team, as well as other teams in a Sales environment.
- Ability to develop relationships at multiple levels within channel organizations.
- Between 30-45 years of age.

Showroom Manager

(Nawala / Galle / Matara / Negombo)

The selected candidate will be responsible for the overall performance of the showroom which includes achieving set sales targets, in-store merchandising, market development activities and customer service. In addition, statutory duties such as managing inventories, cash and sales proceeds and leadership roles such as motivating the showroom sales team, are amongst skills required.

Requirements

- Bachelor's Degree in Marketing / Business Management.
- A dynamic and result oriented individual.
- Team player with strong interpersonal skills.
- Strong leadership skills and business acumen.
- 05 years' experience in Sales, Store Management and Merchandising.
- Ability to work long hours.
- Below 35 years of age.

Attractive remuneration packages commensurate with the positions applied for are on offer.

Apply within 10 days of this publication, with an updated complete CV with contact details of two non-related referees. Please e-mail your CVs to recruitment@rci.lk



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