



GENERAL MANAGER - LUBRICANT AND CAR CARE

Established in 1945, United Motors Lanka PLC stands as one of Sri Lanka's pioneering automobile companies representing some of the most prestigious global brands in automobiles and related products. UML also has earned its place among the most recognized entities by LMD and also rated in the top 25 listed companies by Business today in the past.

We are excited to unveil the opportunity for the role of General Manager – Valvoline Lubricants and Prestone Car Care. Valvoline is a 150 year old brand from USA and is the worlds first brand of motor oil. Prestone, is a giant in the Car Care solutions industry also from the USA.

As the leader of these prestigious brands, you will be at the forefront of shaping their success story in Sri Lanka.

KEY RESPONSIBILITIES:

- Lead the strategic direction and execution for Valvoline Lubricants and Prestone Car Care, ensuring alignment with company objectives and goals.
- Develop and implement sales plans to drive revenue growth and expand market presence for both brands while concentrating the profitability.
- Cultivate strong relationships with key stakeholders, including Principals, Customers, Distributors, and Employees.
- Manage a team of experienced sales professionals, providing guidance, support, and mentorship to drive performance excellence.
- Develop and execute plans to expand the sales network and distribution channels for Prestone Car Care products.
- Drive continuous improvement initiatives to enhance operational efficiency and effectiveness.

QUALIFICATIONS:

- Bachelor's degree in Business Administration, Marketing, or a related field
- Proven experience in a senior leadership role within the automotive or lubricant industry, will be an added advantage.
- Demonstrated success in driving sales growth, expanding market presence, and building strong relationships with stakeholders.
- Exceptional leadership and management skills, with the ability to inspire and motivate teams towards achieving common goals. Strong business acumen and strategic thinking, with a results-oriented mindset.
- Excellent communication, negotiation, and interpersonal skills.
- Ability to thrive in a fast-paced and dynamic environment.

An attractive remuneration package which is in par with the market standards including a company maintained vehicle await the selected candidate.

Canvassing in any form will be a disqualification. If you are confident that you satisfy the above requirements, please email your resume to reach us within 07 days of this advertisement.

Send your cv to below address or email

General Manager - Human Resources and Administration
United Motors Lanka PLC
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