



**JOIN THE MINDS
REIMAGINING
FINANCE THROUGH
INNOVATION**

REGIONAL MANAGERS - MERCHANT SALES

North Western | Southern | Central provinces

The Job

- Responsible for managing sales operations of Merchant Business of assigned territory and execute business plans to acquire new merchants in different industry verticals.
- Focus on emerging business opportunities to ensure satisfactory achievement of monthly and annual revenue targets as per the functional business plan assuring planned business growth.
- Constantly monitor on sales of new acquisitions, up selling and cross selling, whilst monitoring specific product/features in order to ensure the availability of right product mix.
- Observe cost control mechanisms in place, revenue growth, profits etc., to improve performance of each Sales Executive, focusing on further development and performance improvements.
- Initiate and manage promotional campaigns through the respective product owners and business channels.
- Provide market feedback to the Management on specific competitor activities and probable business opportunities.
- Proactively monitor churn and work closely with the team to retain the merchant base in order to achieve set business goals.
- Identify skills and knowledge gaps for Sales Executives and recommend training and development programmes in order to enhance product knowledge and expertise to perform up to the expectation.

The Person

- Should possess minimum of 8-10 years working experience in Telecommunication/ payments industry handling Sales & Marketing
- Bachelor's degree or completed professional qualification in Marketing/Management is preferred.
- Exposure in merchant management to channel managements including fixed sales and new product launches would be advantageous.
- Should possess a valid driving / riding license.

Application Procedure

If you are confident that you meet the above expectations, please forward your CV to dfcareers@dialog.lk with the post applied for as the subject.