



MANAGEMENT TRAINEE SALES OPERATIONS

Management Trainee – Sales Operations

Olanka Travels is a premier travel company operating a highly successful B2C business in Sri Lanka over the last fourteen years with a global presence in the UK, India, Vietnam, Indonesia and Australia. We are seeking a Management Trainee – Sales Operations to responsible for implementing and managing strategic sales processes, analyzing sales data, and ensuring sales operations are running smoothly

Job profile

- Collaborate with the management team to develop strategies for the company
- Analyze large pools of data to discover trends, patterns and correlations that will assist Managers in making informed business decisions
- Analyze, monitor sales revenue performance trends, spot outliers, Maintain Operational KPIs and communicate results Daily/Weekly/Monthly & Annually to the management
- Build reporting capabilities using internal data analysis systems and generate results
- Work with Technology & Operations teams to design changes to suite of information systems & tools
- Manage & support Business information systems
- Conduct daily sales audits, prepare gap analysis reports & coordinate trainings

The candidate profile

- Bachelor's Degree in Marketing Management, Business Management, Finance Management or Economics, Travel and Tourism
- Pass finalist or Partly Qualified of SLIM, CA, CIMA would be an added advantage
- Should have knowledge in business data analysis, Sales & Marketing report preparation, New Business proposal
- Experience in data analytic tools such as CRM system and other system knowledge would be an added advance
- Be able to achieve required targets given by the top management

Job Location
Kalubowila, Sri Lanka

Olanka Travels Global Offices
Sri Lanka | Vietnam | India | Maldives | Australia

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