

Business Development Senior Executive

Sri Lanka

Job Description

JOB ACCOUNTABILITIES

- Explore the market for sales leads and arrange meetings with potential clients.
- Identify client pain points and develop solutions to delight the client.
- Prepare quotations with accurate pricing.
- Improve brand image & reputation of the company.
- Conduct customer satisfaction surveys and interviews and build strong relationships with clients.
- E2E mapping of existing clients and identify potential business.
- Prepare visit plans, sales plans, action plans, target reports etc.
- Provide and share information with key stakeholders (customers, principles) and to meet KPI as per business plan.
- Collect debtors within 30 days and contribute to the Continuous Improvement process throughout the organization.
- Perform additional duties commensurate with the current role when requested

MINIMUM KNOWLEDGE/ EXPERIENCE / TRAINING / QUALIFICATIONS REQUIRED FOR POSITION

- 6 passes with 'C' for Mathematics and English at the GCE O/Levels or London O/Levels **AND**
- Minimum 2 passes for A/L's **OR** successful completion of UGC approved A/L equivalent foundation course with a minimum of 5 years’ experience **OR**
- Bachelor’s degree in business management/marketing or an equivalent professional qualification with a minimum of 3 years relevant experience in shipping/freight forwarding sales.
- Excellent command of the English language (written and oral.)
- Strong selling, negotiating, and public relations skills.
- Self-motivated individuals with strong interpersonal skills.

If you think you have what it takes to be successful in this challenging role, please click Apply Now within 10 days of this advertisement.

Hayleys is an Equal Opportunity Employer.

Job Info

- Job Identification 1994
- Posting Date 04/10/2025, 11:37 AM
- Apply Before 04/30/2025, 12:00 AM
- Job Schedule Full time
- Locations 400, Colombo 10, LK