

Assistant Key Account Manager

cEYLON COLD STORES PLC

Assistant Key Account Manager (Modern Trade)

Ceylon Cold Stores PLC (CCS), manufacturer of Elephant House Beverages and Ice Creams is a leading consumer food company in Sri Lanka. CCS is a subsidiary of John Keells Holdings PLC.

The company is seeking a suitable candidate to fill the position of **Assistant Key Account Manager (Modern Trade)**. The position exists to working with the Head of Modern Trade to ensure the activities are executed OTIF in the modern trade channel and drive the team and negotiate with the customer to deliver the business ambitions.

Job Responsibilities

- Collaborate with the Head of Modern Trade to ensure excellence in account management, align customer plans with company strategy, and drive superior customer service to become the preferred supplier.
- Monitor and communicate Joint Business Plan (JBP) scorecards, maintain accurate customer data, and coordinate demand forecasting with customer purchasing teams.
- Build strong relationships with Customer Operations and head office teams, ensuring timely execution of JMP, seasonal, and innovation orders while contributing to JBP and CBP sessions.
- Manage trade budgets and chain-specific investments effectively to meet JBP targets, minimize market returns and logistics waste, and ensure timely customer payments.
- Work with Customer Marketing Managers (CMMs) to develop and execute customer-centric POSM plans and trade tactics that drive brand growth.
- Analyze retail trends and competitor activities to identify opportunities and implement responsive strategies.
- Provide input into total channel planning and the S&OP process, highlighting customer-specific assumptions, risks, and opportunities.
- Support field sales activity requests and contribute to innovation planning and CMP development.
- Lead Perfect Store execution by visiting outlets, tracking key SKU and promotion availability, and ensuring corrective actions are taken to meet performance targets.

Person Specifications

- Bachelor's degree in Business or Marketing.
- Professional qualifications such as CIM (UK) or SLIM are preferred.
- 2-4 years' experience in sales/ customer management.
- Strong analytical and problem-solving skills.
- Excellent oral and written communication abilities.
- Ability to present ideas clearly and persuasively.
- Proficiency in Microsoft Office (Word, Excel, PowerPoint, Project).
- Strong interpersonal skills and ability to build lasting relationships.
- Detail-oriented with a focus on execution and results.

If you are confident that you possess the above requirement, please send your cv, which includes the names of two non-related referees. Click on the advert now to join our team via Elephant House Careers site.

Ceylon Cold Stores PLC

6 Jun 2025



John Keells Group is an equal opportunity employer, and we invite applications from all suitably qualified individuals to join our team.