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Area Sales Executive Tecno - Gampaha

John Keells Office Automation (Pvt.) Ltd., the authorized distributor for **Toshiba** – Digital Multifunctional Copiers, Consumables , **Samsung** – Mobile Phones and Tabs, Hospitality TV, Large Format Displays (LFD), and Video Walls, and Printer Consumables, **ViewSonic** – Multimedia Projectors and Digital Boards & Panels , **RISO** – Digital Duplicators & Consumables , **ASUS** – Notebook PCs and, EPads, and Desktop Computers **FEC** – POS Solutions, **Zebex** – Barcode Scanners, **Bixelon** – Receipt Printers, **Rio Touch** Smart boards and panels , **OCP** – UPS, **Cassida** – Cash Counting Machines.

Job Responsibilities

- Monitor Distributor sales force assigned to ensure the achievement of sales targets and identifying opportunities for growing sales volumes and market share whilst providing all necessary support and guidance to Distributor Sales Representatives.
- Manage a designated territory whilst assuring that the distributors achieve their primary and secondary targets for our leading smartphone portfolio.
- Provide excellent post-sales support and ensure customer satisfaction.
- Stay up-to-date on industry trends and competitor offerings.
- Maintain a good rapport with dealers by providing a quality customer service.

Person Specifications

- Part or full qualification related to Sales, Marketing, Business Administration or equivalent.
- 1-3 years of relevant experience in the related field.
- Experience in distributor management is an added advantage.
- Proven track record of achieving targets and driving sales growth in a business.
- Ability to work effectively across teams and functions.

Interested candidates are encouraged to apply on HIVE before the 31/01/2026.

John Keells Office Automation (Pvt) Ltd
4 Jan 2026



*By applying, you consent to process your personal information for recruitment purposes and acknowledge that reference checks may be conducted.

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