



DESIGN YOUR DREAM CAREER

LANKATILES, the market leader in ceramic wall and floor tiles, is synonymous with design excellence, innovation, and superior quality. With over four decades of industry leadership, we continue to redefine industry standards and expand our footprint across Sri Lanka. In line with our expanding sales operations, we are seeking a dynamic, results-driven, and experienced professional to join our team as an **Area Sales Manager**.

AREA SALES MANAGER

Key Responsibilities

- Develop and implement effective area sales strategies to achieve monthly and annual targets
- Lead, motivate, and monitor the performance of the sales team within the assigned area
- Identify new business opportunities and strengthen relationships with dealers, distributors, and key customers
- Monitor market trends, competitor activities, and customer feedback to drive growth
- Ensure proper execution of sales promotions, pricing, and discount policies
- Coordinate with internal teams including Accounts, Marketing, and Operations to ensure smooth order fulfilment
- Maintain accurate sales reports, forecasts, and CRM updates

Preferred Qualifications

- Minimum 5 – 7 years proven experience in sales, preferably in retail, project, or distribution sales
- Bachelor's degree in Management, Business Administration, Marketing, or an equivalent professional qualification
- Proficiency in both Sinhala and Tamil languages will be considered an added advantage
- Strong leadership, people management, and territory management skills
- Excellent negotiation, communication, and customer relationship abilities
- Sound understanding of sales targets, KPIs, and market analysis
- Experience in the construction, building materials, ceramics, or interior solutions sector will be an added advantage
- Preferred age: Below 35 years

An **attractive remuneration package** awaits the right candidate. Please forward your application, along with the names and contact details of **two non-related referees**, to the email address below **within 10 days** of this advertisement.

Chief Human Resources Officer
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LANKATILES
Fine Living Redefined

Note:
Please mention the position you are applying for in the subject line of your email.