

**Join a growing team, striving for excellence!**

**We are expanding our operations & looking for dynamic personnel to join our Sales Department**



### **Area Sales Executive (ASE)**

#### **Key Result Areas**

- Focus on achieving sales goals within a specific geographic region by building relationships, identifying opportunities, and executing sales strategies.
- Develop three distributor areas, with sales for water and beverages.
- Maintain at least 100 active outlets at any given time in the area.
- Knowledge & experience using an online sales management system :
- The Company will provide a TAB with a pre-installed Sales Force Automation (SFA) system for order taking, invoicing and other tasks.
- Identifying Field Sales Officers as well as training and coaching them.
- Liaise with the HR department to aid with recruitment, documentation and to identify staff with growth potential within the area.
- Actively engage in promoting the product portfolio of My Cola beverages through every resource available.
- Follow up and achieve collection targets.
- Should have minimum of 3 years of experience in the similar capacity from Beverage industry.

### **Area Sales Manager (ASM)**

#### **Key Result Areas**

- Manage and lead sales operations within a specific geographic area, focusing on achieving sales targets as well as revenue goals, by leading and motivating a sales team.
- Develop ASM areas with sales for water and beverages.
- Manage a designated area working with at least 05 distributors (with bank guarantees) to achieve the company's expected targets for the respective geographic region.
- Ensure that each distributor has at least 200 active outlets at any given time.
- Identify the training needs of the sales staff within the assigned area.
- Actively engage in promoting the products of My Cola Beverages through every resource available.

#### **Prerequisites**

- Have a minimum of 5 years of experience as a manager in the beverage industry.
- Should be conversant with sales automation systems and generating management reports.
- Should plan and achieve monthly collection targets.

Successful candidates will be required to travel to the office in Kadawatha. The company will not provide transport or accommodation but will assist in sourcing suitable options.

An attractive remuneration package will be offered to the right candidate with suitable qualifications and experience. Please send your resume with two unrelated referees to [hroffice@mycola.lk](mailto:hroffice@mycola.lk) Please state the job title in the subject field of your e-mail.