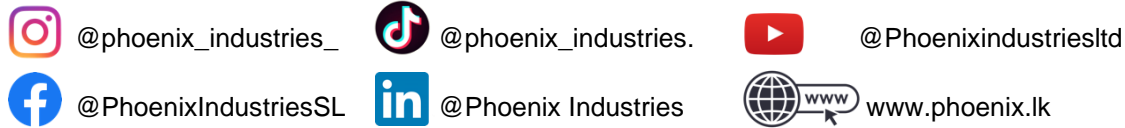


Phoenix Industries - Sales Executive – Material Handling

Imagine what **YOU** could do here! At Phoenix, great ideas have a way of becoming great products, services, and customer experiences very quickly. Bring passion and dedication to your job and there's no telling what you could accomplish.

Company Profile:



The Role

As an Executive for Material Handling, you will play a pivotal role in driving sales among key B2B and B2C customers. Your responsibilities will include building and maintaining strong customer relationships, ensuring the achievement of company sales targets, and onboarding new key accounts.

Key Responsibilities

1. Develop and maintain strong relationships with both existing and potential customers.
2. Identify and target new business opportunities within the B2B and B2C sectors.
3. Achieve and exceed sales targets through effective solution-based selling of crates, palettes, and polythene products.
4. Act as both a hunter and farmer in sales, acquiring new customers while nurturing existing accounts.
5. Provide excellent customer service and support throughout the sales process.
6. Stay updated on industry trends, market conditions, and competitors to identify potential opportunities and threats.
7. Prepare and deliver compelling sales presentations to potential clients.

Requirements

1. The RIGHT attitude - a passion for sales and a results-oriented mindset.
2. Experience in selling crates, palettes, polythene, or other solution-based products would be highly advantageous.
3. A minimum of 5-7 years of experience in B2B sales and Key Account Management.
4. The ability to act as both a hunter and farmer in sales, combining prospecting and account management skills.
5. Be under the age of 35.
6. Excellent verbal and written communication skills in both English and Sinhala.

If interested, please send your resume, and cover letter to careers@phoenix.lk

