



PLUSINFO.LK

## AREA SALES MANAGER (Islandwide)

Monik Furniture is a fully owned subsidiary of the Monik Group. As the Sri Lanka's largest Sofa and Furniture Manufacturing Company, Monik Furniture offers a diverse range of modern Sofa, Furniture, Melamine, Chips and MDF products. The company boasts a proven track record of producing high quality furniture at affordable prices. The Company is looking for a young, dynamic and a result oriented individual, with required qualification to join as the "Area Sales Manager" at Monik Group.

### KEY RESPONSIBILITIES

- Maintaining and increasing sale of the products while achieving the targets set for the area
- Increasing business opportunities through various route through to market the product
- Allocating areas to sales representatives, monitoring performance, and motivating them to reach the target
- Maintaining information with regarding to product and competitors
- Compiling and analyzing sales figures and reporting to the Senior Management
- Share market insight with the internal marketing teams
- Identify key channels and executive sales plans
- Coordinate with internal and external stakeholders and provide direction for operational excellence
- Develop route reports on management review of performance

### QUALIFICATIONS

- A minimum of 5 years' experience in the field of sales and marketing
- G.C.E Advanced Level
- Previous working experience in furniture Sales & Marketing is an added advantage
- Ability to demonstrate excellent leadership skills, experience in handling a team of a sales representatives/ executives would be an added advantage
- Excellent computer literacy
- Excellent oral and written communication in English and Sinhala. Tamil would be an added advantage
- Excellent presentation, negotiation, and Communication skills

If you think you possess the required attributes to carry out the scope of work and be a member of our Monik Group, please forward below the details.

📍 No 371, Passara Road, Viharagoda, Badulla

