

TRANSCEND THE ORDINARY

Re-write your future across the world's best interiors

The leader in the surfacing industry in Sri Lanka and a pacesetter in the international arena, Royal Ceramics Lanka PLC (Rocell) is now inviting highly-driven individuals to expand their business and retail sales channels. In just two decades, we have redefined design and sales paradigms through an uncompromising passion for perfection, quality and innovation. Already our conquests have accomplished 20 foreign markets but our aspirations do not rest so simply. We have an intent that will mould the interior design landscape of the world and we want you in that future.

Head of Project Sales

Key Responsibilities:

- Representing the Rocell brand to local corporate clients as well as professional bodies in the construction industry and notifying them of new products.
- Preparing the annual sales budget and monthly/weekly sales targets based on the budget.
- Monitoring competitor activities, especially in relation to new products and product features, pricing and after-sales services in the market.
- Monitoring the activities of key accounts in order to explore new business opportunities and to identify needs for product redesign in the ongoing projects.
- Coordinating with the factory and the customer to identify requirements for new product designs or modifications to existing products.
- Keeping the trade debtors controlled.
- Should possess a sense for design, understand merchandising requirement and have project management skills.

Requirements:

- B.Sc. Degree preferably with an engineering qualification / a Degree in Civil Engineering.
- Ability to think methodically, design, plan and manage projects.
- 5 - 6 years experience in construction related project management.
- Should be willing to travel extensive distances.
- Strong organizational skills and ability to handle multiple tasks and meet deadlines.
- Below 40 years of age.

Product Manager

Key Responsibilities:

- Developing, promoting and managing all sales and marketing activities.
- Ensuring that the corporate SBU is generating expected sales revenue and achieving set profit targets.
- Developing, managing and maintaining company product lines as required by the target market and existing market situations.

Requirements:

- A professional qualification in sales and marketing.
- Over 5 years experience in a similar capacity.
- Thorough knowledge of all aspects of product management and sourcing.
- Should be competent in sales promotion and merchandising.
- Below 35 years of age.

Dealer Sales Manager

Key Responsibilities:

- The candidate is to liaise with the dealer network, finding new avenues for new dealers and territory management.
- Must manage Debtors, Sales and Distribution to meet and exceed channel sales revenue, channel sales profitability.
- Analyse and control expenditures to conform to budgetary requirements.
- Ensure that channel partners have adequate support and ongoing training/education to effectively sell the company's brand and product line.
- Analyse sales statistics to formulate policy and assist channel partners in promoting sales.
- Arrange loyalty programmes and promotional activities.
- Monitor and evaluate the competitor activities.
- Develop/maintain legal agreements with channel partners in line with the company's channel partner programme.

Requirements:

- A Degree in Business, Marketing or a related field, or CIM Qualification will be an added advantage.
- Applicants must have at least 5 years of experience in a similar capacity in creating and building a reseller channel.
- Understand what is required to successfully create and build a reseller channel.
- Strong negotiation skills.
- Strong communication and presentation skills to a wide variety of audiences.
- Ability to work effectively in a team sales environment.
- Ability to develop relationships at many different levels within channel organizations.

Attractive remuneration packages commensurate with the position applied for are on offer.

Apply within 10 days of this publication, with an updated CV and names and contact details of two non-related referees. All applications forwarded by post must clearly indicate the post applied for on the top left corner of the envelope. Those applying by e-mail must indicate the post applied for in the subject box.

The Head of Human Resources
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