

BMICH

**SWRD BANDARANAIKE NATIONAL
MEMORIAL FOUNDATION
THE OWNER AND MANAGEMENT ARM OF THE
BMICH INVITE APPLICATIONS
FOR THE BELOW POSITION**

SALES EXECUTIVE

Reporting to the Director/CEO, we are sourcing a competent Sales Executive with relevant Hotel or Service industry experience to join our team. The successful candidate will play a critical role in ensuring timely achievement of budgeted sales targets from different market segments. Will need to work closely with Business Development / Reservations & Events Division to provide key sales information and support the overall business strategy. If you have a passion for sales and a desire to contribute to the growth of the organization, we encourage you to apply for this opportunity with one of the best employers in Sri Lanka.

RESPONSIBILITIES:

- Develop sales and revenue growth by promoting and representing our Brand in the market and among our existing and potential customers, both within Sri Lanka and abroad.
- Build and maintain strong relationships with clients, event planners, MICE and industry professionals to promote our 32 venues and multiple services.
- Stay updated with industry trends, market competition, and customer preferences to enhance service delivery and business growth.
- Understand the specific requirements of each client and provide customized solutions to suite their requirements to ensure customer satisfaction, since we practice personalized service delivery as a policy.
- Prepare daily, weekly and monthly sales reports and monthly executive summary to provide timely feedback.
- A minimum of five personal sales visits to both existing and potential customers must be achieved, per day.

EDUCATIONAL QUALIFICATIONS & EXPERIENCE:

- Full or Part qualification in Marketing/ Sales and or Event Management (CIM/SLIM/SLITHM) is a minimum requirement.
- Minimum of 3 years relevant work experience in an executive role is mandatory in the hotel or service sectors with a significant organization with focus on Banquet sales.

AGE BAND & ATTRIBUTES:

- Age 28 to 35 Years.
- Knowledge of Food & Beverage, will be beneficial.
- Excellent interpersonal and networking skills to build and maintain relationships with stakeholders.
- Good presentation, written and verbal communication skills in English. Ability to converse in Hindi and / or Chinese languages will be an added advantage.
- Proficient in Microsoft Office, Power Point and developing any other sales related data driven documents for decision making.

HOW TO APPLY FOR ABOVE POSITION:

- Please forward your current CV along with contact details on or before 28th June 2023 to careers@bmich.com .
- Only those possessing the minimum advertised qualifications, work experience and age band will be shortlisted for preliminary interviews.
- The selection decision of the interview panel will be final and selections will purely be on merit.
- Web: www.bmich.com



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Quality ERA Award
Gold - Geneva | Platinum - Paris



BWIO
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Sri Lanka Tourism Awards
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