

## **Route to Market Executive**

The role is responsible for facilitating effective management of Distributor P&L, profitability, investment and provide necessary recommendations for business success.

### **Qualifications and Competencies required**

- Bachelor's Degree from a recognized university / equivalent professional qualification related to Sales and Marketing
- Minimum of 02 years' experience in Route to Market / Sales Operations in the FMCG industry
- Experience in Distributor management / route / area demarcations and handling projects
- Strong Commercial and Financial acumen
- Ability and willingness to work in any part of the country
- Language proficiency in Tamil is mandatory

## **Area Sales Executive**

The role is responsible for achievement of sales targets through the management of distributors and sales representatives.

### **Qualifications and Competencies required**

- A Bachelor's Degree from a reputed University or professional qualification related Sales and Marketing from a recognized Institute
- Minimum of 3 years' Sales experience in a FMCG organization
- Ability and willingness to work in any part of the country
- Strong interpersonal, analytical and negotiation skills
- Computer literacy in MS Office package and other applications
- Should possess a valid driving license
- Language proficiency in Tamil is mandatory

Interested candidates may apply on or before

31st August 2024.

Email to [hr@coca-cola.lk](mailto:hr@coca-cola.lk)

**\*\*Only shortlisted candidates will be notified. Canvassing in any form will be a disqualification.**