

Phoenix Industries - Sales Supervisor – 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:



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www.phoenix.lk

The Role

We are seeking a highly motivated and results-oriented **Sales Supervisor** to join our dynamic team. In this role, you will be responsible for driving sales growth within the Material Handling segment, covering a designated territory spanning key regions in Sri Lanka.

Key Responsibilities

- Meet and exceed assigned sales targets within the designated territory.
- Build and maintain strong relationships with existing B2B and B2C customers.
- Identify and develop new business opportunities through market research and customer outreach.
- Develop in-depth knowledge of the product range and stay updated on industry trends.
- Collaborate effectively with other team members and share market insights.
- Prepare regular sales reports and provide timely updates on sales progress.
- Effectively manage and cover the assigned sales territory, including Kegalle, Nuwara Eliya, Badulla, Monaragala, Ampara, Batticaloa, Trincomalee Districts.

Who we look for

- A results-driven mindset with a passion for sales and the right attitude to succeed.
- Proven experience in B2B and B2C sales (Experience in crates, pallets, polythene, or other solution based products will be added advantage)
- 3-5 years of experience in B2B sales and Key Account Management.
- Fluent communication in English and Sinhala (Tamil is a plus), with strong interpersonal skills to build lasting customer relationships.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint) with strong computer literacy.
- Self-motivated and able to work independently with minimal supervision.

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

