



COME UNDER OUR UMBRELLA

Standing on a cornerstone of trust as Market Leaders we have won the hearts of Customers & Employees with our Integrity & Professionalism. We are in search of result oriented dynamic Individuals with a Positive attitude & a keen eye for career development to join our team.

EXECUTIVE - INTERNATIONAL BUSINESS DEVELOPMENT

JOB PROFILE

Generate and develop new buyers for the international business domain.

Maintain a high level of business relationship with existing buyers and ensure that each buyer account continues to grow.

Implement lead generation activities.

Achieve the set annual revenue targets by the management.

Participate in and execute international business development activities such as;

- a. New projects, new products, or new market development initiatives.
- b. Online marketing and offline marketing activities.
- c. Trade shows—online and offline.
- d. Online research: market study, competitor analysis, lead generation, etc.
- e. Attend trade conferences, trainings, webinars, and B2B meetings/workshops.
- f. Travel as needed.

Facilitate & co-ordinate sample development process.

Coordinate with the factory operations to ensure on-time delivery for the buyers.

Prepare export documentation, shipment procedures, and follow up with freight forwarders.

Ability and availability to function in different time zones as needed.

SKILLS AND COMPETENCIES

Degree in Business Management/International Marketing.

Fully / Part professional qualifications in CIM / SLIM.

Fair knowledge of the industry (Inco Terms) and export procedures.

2 – 3 years of work experience in export business development.

Fluency in oral and written English language is mandatory.

Passion to go the extra mile and close business deals.

High level of energy and self-belief with a positive attitude

Ability to manage challenges when liaising with stakeholders.

The ability to converse in any International Languages will be an added advantage.

Skill in prioritizing obligations.

WE ARE AN EQUAL OPPORTUNITY EMPLOYER

Please Send Your Resume :

E-mail - careers@rainco.lk

Post - Rainco (Pvt) Ltd. No. 415, Galle Road, Colombo 04.

Contact - (+94) 76 674 0341

Rainco