



Hayleys Group is amongst Sri Lanka's largest, and most respected diversified conglomerates with a turnover in excess of USD 1 Billion. To explore the World of Hayleys, visit us at: www.hayleys.com.

Dipped Products PLC

Dipped Products PLC and its subsidiary companies are ranked amongst the world's leading manufacturers of rubber gloves. DPL operates in Sri Lanka, Thailand and Italy. The company is listed on the Colombo Stock Exchange and is a member of Hayleys Group.

Manager - Regional Business Development

Dipped Products PLC seeks a dynamic, results-oriented individual to be recruited as Manager - Regional Business Development.

Job Responsibilities

- Achieve growth and meet monthly sales targets by successfully managing the sales team
- Developing the sales team through motivation, counseling and product knowledge education
- Overall customer relationship management (Disposables)
- Achieve company objectives such as turnover, volume and profit targets per month/per region etc. assigned to the sales department
- Develop, establish and maintain pricing strategies to ensure competitive and profitable prices for DPL products.
- Analyze customer research, current market conditions and competitor information in order to provide input to company strategy
- Research, identify and implement new market penetration opportunities
- Develop and implement sales plans and projects for new and existing products
- Participate and handle customer meetings when they visit to factories
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs

Candidate Profile

- Bachelors' degree in Marketing / Business Management from a recognized University
- MBA or Post Graduate Qualification in Marketing / Business Management will be a definite advantage
- 5 years' experience in international sales at managerial level in an organization of similar size and complexity
- Knowledge of Chemistry is an added advantage
- Excellent command in English is a must and ability to speak other languages is an added advantage
- Outstanding interpersonal skills and a strong results orientation
- Ability to work well in both team-oriented and self-directed environments

If you think you have what it takes to be successful in this challenging role, **please apply via email to jobs@dplgroup.com** indicating the position applied for on the subject line of the email.

Hayleys is an Equal Opportunity Employer



A World of Opportunity

