



# Join **EWIS** as a **SALES EXECUTIVE**

## About

With a distinguished legacy spanning 38 years, EWIS proudly stands as a premier IT company in Sri Lanka. Our commitment to the nation is unwavering, as we continually strive to provide cutting-edge IT solutions and devices to esteemed public, financial, and corporate entities throughout the island. Through a relentless pursuit of excellence and innovation, we have earned the trust of our clients and cemented our position as an industry leader. EWIS has been honored among the top 40 Best Workplaces. We prioritize the well-being and satisfaction of our team members, recognizing that their success is paramount to ours. In 2020, EWIS Colombo Limited (ECL), a subsidiary of EWIS and Sri Lanka's pioneer local Original Device Manufacturer, achieved a significant milestone. Proudly earning the prestigious '10 Best Workplaces for Women' award, we reaffirmed our steadfast commitment to advancing women's empowerment in the workplace. At EWIS, we believe that our success is measured not only by our achievements but also by the positive impact we create in our community and within our organization.

## Sales Executive

With our valued customers. You will be responsible for achieving sales targets, providing insightful reports to supervisors, and utilizing your strong communication and negotiation skills to secure new business opportunities.

## Responsibility

- \* Develop and implement effective sales strategies.
- \* Identify and pursue new business and opportunities.
- \* Build and maintain strong relationships with clients.
- \* Conduct sales presentations and product demonstrations.
- \* Negotiate terms and conditions of sales agreements.
- \* Monitor market trends, competitor activities, and customer feedback.
- \* Prepare and deliver sales reports, forecasts, and updates to management.
- \* Collaborate with internal teams, including marketing, customer service, and operations.
- \* Stay updated on industry developments and emerging trends.

## Qualification

- \* Demonstrable Successful track record in sales achievement.
- \* Provide reports to supervisor Including, feedback on activities, Sales data, Success of various tactics, potential issues, forecasting.
- \* Strong communication and interpersonal skills.
- \* Ability to build and maintain relationships with customers.
- \* Knowledge of IT industry trends would be an added advantage.
- \* Excellent negotiation and closing skills.
- \* Self-motivated and target-driven.
- \* Strong analytical and problem-solving skills.
- \* Time management and organizational skills.

EWIS is your platform to amplify your expertise and shape the future of IT. If you're ready to drive growth, innovation, and make an impact, send your resume to [careers@ewisl.net](mailto:careers@ewisl.net)

**We're looking forward to welcoming a new visionary to our team!**

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