

# REGIONAL MANAGERS WANTED FOR TWO-WHEELER SALES



## ABANS AUTO

Abans Auto (Pvt) Ltd., the Automobile Company within the Abans Group is the leading automobile company in Sri Lanka, with an impressive catalogue of brands and models, which includes Hero motorbikes, Yadea electric scooters and Hyundai cars.

We are looking for experienced Regional Managers to lead the Hero motorbikes sales operation. Hero Motorcorp is the world's largest two wheeler manufacturer and the bestselling brand in India.

## JOB ROLE

- Ability to identify new dealers and maintaining a good relationship with them.
- Monitoring and supervising dealer performance to achieve targets.
- Preparing and presenting sales related reports to senior management.
- Working closely with marketing team and developing new marketing strategies.
- Ensuring that targets are achieved within a given region.
- Developing and maintaining a good relationship with finance companies.
- Conducting training programs to boost sales.
- Attending to customer complaints and service requirements to maintain a high level of customer satisfaction.
- Handling debt collection.

## JOB REQUIREMENTS

- Bachelor's degree business administration, marketing or a related field. (Added advantage)
- Over five years of sales experience in the industry, with at least two years in leadership roles.
- A proven track record of achieving sales targets and managing dealership networks.
- Strong knowledge of the motorbike market and dealership operations.
- Excellent leadership, communication and interpersonal skills.
- Ability to travel according to requirements.

Candidates who are interested should forward their resume, indicating the post applied for in the subject line of the email, within 10 days of this advertisement to [careers@abansgroup.com](mailto:careers@abansgroup.com)