



# COMMITMENT TO CARING AND CURING

The Lanka Hospitals, Colombo is the foremost and the most preferred health care provider serving the nation and her people. Our vision is to become the best in Asia. Lanka hospitals is in search of passionate and committed team player to fill the following vacancy.

## GROUP HEAD OF SALES

We invite applications for the position of Group Head of Sales to drive business growth, develop strategic sales plans, and lead our high-performing sales team to elevate the Lanka Hospitals group including Laboratory services, international sales and associated strategic business units, to the next level.

### Position Overview:

The Group Head of Sales will spearhead revenue optimization initiatives while cultivating and maintaining strong relationships with present and prospective network partners. This role demands a strategic visionary, capable of transforming sales operations across multiple business units while upholding our commitment to service excellence and healthcare leadership.

### Key Responsibilities:

- ✦ Design and implement strategic sales initiatives aligned with Lanka Hospitals' corporate objectives and revenue targets.
- ✦ Develop and implement international sales strategies to expand market presence.
- ✦ Develop and execute sales strategies to increase revenue and market share for laboratory services.
- ✦ Lead, mentor, and motivate diverse sales teams to achieve exceptional performance.
- ✦ Establish and nurture professional relationships with key medical practitioners and other stakeholders.
- ✦ Utilize data-driven insights to optimize sales performance and market penetration.
- ✦ Coordinate cross-departmental initiatives to enhance operational efficiency

### Qualifications and Skills:

- ✦ A degree in Business Administration, Sales Management, or relevant field.
- ✦ Minimum 5 years of proven sales leadership experience, preferably in the healthcare sector
- ✦ Proven success in driving revenue growth in a healthcare environment.
- ✦ Exceptional strategic planning and implementation abilities.
- ✦ Superior relationship-building and negotiation skills

### What We Offer:

- ✦ Competitive remuneration package.
- ✦ Growth opportunities within a dynamic work environment to progress in your career.
- ✦ A collaborative and innovative workplace culture

If you have the expertise and passion to lead our sales team, send your CV to [careers@lankahospitals.com](mailto:careers@lankahospitals.com) by **26th February 2025**.

Join us and be a key driver of our success!

### GROUP CHIEF HUMAN RESOURCES OFFICER

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