



David Pieris Motor Company (Pvt) Ltd is the largest automotive company in Sri Lanka, serving the vast majority with its hallmark of affordability, reliability, and economy. The Company is the sole distributor for Bajaj and KTM in Sri Lanka. With an island-wide network of sales and spare parts dealers, DPMC has pledged itself to set the pace in Sri Lanka's automotive industry with a commitment to uncompromising quality and outstanding value.

## SALES EXECUTIVE

(Colombo, Kandy, Kurunegala, Dehiattakandiya)

### RESPONSIBILITIES

- Overall supervision of the operation and achieve sales targets within the territory.
- Monitor the profitability of the operation with emphasis on stock management and debt collection.
- Ensure consistent levels of customer satisfaction.
- Lead and monitor the Sales Team to execute the agreed plans and achieve the agreed business objectives.
- Support the Management in the evaluation of the divisional performance by preparing reports, analyzing data, etc.

### REQUIREMENTS

- A Degree preferably in Marketing or Business Management or an equivalent qualification from a recognized institution.
- Minimum 5 years experience in Sales/Marketing.
- Sales exposure in automotive parts and accessories would be an added advantage.
- Proficiency in MS Office packages ( MS Excel/MS Word/MS PowerPoint) and ability to work in ERP systems.
- Excellent Interpersonal skills coupled with verbal and written communication skills in English and Sinhala. Ability to communicate in Tamil will be an added advantage.

## SALES SUPERVISOR

(Chilaw, Moneragala, Anuradhapura, Ratnapura)

### RESPONSIBILITIES

- Achieve sales targets in the respective territory.
- Ensure the routine dealership / distributorship visits are as per the schedule.
- Manage the field activities of subordinates & dealer channels; provide guidance to subordinates.
- Monitor and ensure proper functioning of the ERP system of the dealer channels.
- Maintain cordial business relationships with dealer channels to sustain the network and customer service whilst ensuring consistent levels of customer satisfaction are maintained with dealerships.
- Plan and organize necessary promotional activities to enhance the dealer off-take and market share.
- Gather industry and competitor information; identify and address the opportunities and weaknesses.

### REQUIREMENTS

- A Diploma / certificate level preferably in Marketing or Business Management or an equivalent qualification from a recognized institution.
- Minimum 3 years of experience in sales/marketing.
- Previous experience in automotive spare parts and tyres would be an added advantage.
- Proficiency in MS Office (MS Excel / MS Word / MS PowerPoint).
- Excellent Interpersonal skills coupled with verbal and written communication skills in English and Sinhala.

## SALES CLERK

(Maligawatta)

### RESPONSIBILITIES

- Promote and sell Parts & Accessories to walk-in customers at outlets.
- Assist customers to identify and select the correct spare part/s for their requirement.
- Perform administrative activities related to the outlet operation.
- Monitor and maintain the required levels of stocks in the outlet.
- Develop and nurture positive relationships to increase customer loyalty.
- Collect market, customer and competitor information.
- Follow up and fulfill customer inquiries.
- Execute sales promotions to enhance customer footfall of the outlet.

### REQUIREMENTS

- A certificate preferably in Marketing from a recognized institution.
- Minimum 1 year experience in sales/marketing.
- Proficiency in MS Office (MS Excel / MS Word / MS PowerPoint).
- Excellent Interpersonal skills coupled with verbal and written communication skills in English and Sinhala.

If you feel that these roles are for you, send in a detailed resume along with two non-related referees by email or post, to reach us within 07 days of this advertisement indicating the position applied for, in the subject line of the email or top left corner of the envelope.



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