

## SLT reaffirms its strong commitment in supporting the Public Service

Sri Lanka Telecom, the number one integrated communications solution provider in the country held a Forum with the theme "Empowering the Public Service". The intention of the event was to further reinforce the communication giant's strong commitment to support public service in Sri Lanka and was attended by top ranking executives of state institutions.

As a vital part of SLT's strategy, the company will maintain its support towards the state institutions in their important task of rebuilding the national administrative and service infrastructure in the North and East. The company also aims to further facilitate its role in creating new business opportunities by addressing the necessary requirements in line with the current government drive to manage costs in all public sector institutions.

Speaking on the significance of this, Mrs. Leisha De Silva Chandrasena, Chairperson, Sri Lanka Telecom said, "We have always had very close associations

with state institutions and departments. As the national communications service provider in the island, we share the same ideology as you, of providing excellent service to the nation. We are extremely proud to offer our unwavering commitment to the development framework in the North and East. Solid communication infrastructure is integral to achieve accelerated growth as well as more equitable development in those regions. I am proud to say that our company is well poised to take up new challenges. SLT has made huge investments in building and maintaining island-wide infrastructure, which is Sri Lanka's communication backbone, and we will continue to fulfil all requirements, with the aim of having our customers and the nation as a whole, to reap those benefits for a long time to come."

SLT has a long



Ms. Leisha De Silva Chandrasena, Chairperson, Sri Lanka Telecom addressing the gathering at the forum hosted by SLT.

history of reaching out to the state sector, which includes supporting the govern-

ment's Lanka Government Network initiative, which connects 325 government offices in the Western, Central, Southern and Sabaragamuwa provinces via IP VPN under a single, unified network. SchoolNet, which was initiated by the Government to facilitate dedicated Internet access to over 1000 schools and other educational institutes, has been provided through a network put in place by SLT. The Lanka Education and Research Network (LEARN) is also a testimony to SLT's commitment in enhancing modern education in Sri Lanka. It has also been the flag bearer of the ICT revolution in Sri Lanka, ensuring the provision of world class services through cutting edge technology to our customers. SLT Intelligent Solutions represent a range of integrated

ICT solutions for state institutions and corporates, which encompasses data, voice, video and networking services, which are on par with international standards. A wide range of government organizations, multinational corporations in addition to retail customers have entrusted their total communication solutions to SLT, having recognized our services to be the most reliable and sophisticated in the island"

SLT has already introduced state-of-the-art technology to offer affordable products for the Government sector and its converged network of fixed, mobile and internet services has now capacitated towards providing a total communications solution for small and medium enterprises.

Among the wide range of benefits with a

SLT solution, are the direct cost saving for direct and inter-branch communication in addition to making operations smoother by enabling them to communicate between the head office and the regional, project and site offices. This will diversify the efficiency of both business and the country's economy.

Also in keeping with global trends, the corporate entity has transformed its network to have a focus on convergence based on an Internet Protocol (IP) platform. This is capable of providing multiple services such as voice, data, video and mobility on one network. SLT offers the latest IP based breakthrough communication service, which is designed to further empower productivity, profitability as well as increasing workforce mobility.

**VACANCIES**  
SALES REPRESENTATIVE  
(Pharmaceuticals)

Being the first and the only Bioequivalent generic range of pharmaceuticals product provider, and due to the expansion of our pharmaceuticals division we are looking for smart and intelligent young people to grow with us

Qualifications Required :

- 1 Minimum GCE Ordinary level examination certificate.
- 2 Experience of atleast one year in one Company as a Sales Representative in Pharmaceuticals/ Cosmetics field.

We offer the Best Remuneration Package in Sri Lanka.

Please apply within one week of this advertisement with 2 non-related References to

The Consultant  
Human Resources Division  
**Indoscan (Pvt) Limited**  
No. 441/2A Cotta Road,  
Rajagiriya.  
Tele No: 011 2886034  
Fax No: 011 2886035  
E-Mail: md\_indoscan@eol.lk

not predictable.  
not stereotyped.  
not conventional.  
not like everybody else.

what makes you **special?**

The way the world does business has changed forever. To survive and flourish in this era, every business must differentiate itself from the competition. Every company must innovate and become special. We have always delivered technology innovation to our customers. Now we partner with them in their business to help them become a special company, and to stay special.

To make our customers special, we need people who are above the ordinary. Who have the confidence, the enthusiasm and the insights to partner with customers and deliver solutions that have a significant positive impact on their business. And who build strong, lasting relationships with them.

**General Manager – Business Consulting Services**

The job requires working closely with the sales team in identifying and qualifying business opportunities for IBM Global Business Services, understanding client's business issues, identifying and consulting on SI solutions from IBM's portfolio, proposal preparation and presentation to CXO's/Business Heads. You will also be involved with creating solution demos, pricing and working with the sales team in closing deals.

Also own client interface as Delivery Program Manager to oversee the engagement through participating in the steering committee, escalation management and manage account growth and profitability.

**Educational Qualifications** - Masters Degree or equivalent experience

**Work Experience** - 9 to 11 years

**Skills Required:**  
A sound knowledge and experience in business development, pre-sales, proposals, management and delivery experience of enterprise solutions like SAP/Oracle/Banking or Telecom Solutions/SI projects. Excellent communication, presentation and client management skills are prerequisite.

**Coverage Software Sales Professional (Coverage SSR)**

**Experience** - 6 to 10 years

The role of the Category Sales Professional is to drive multi-series/multi-product sales within the client set they are serving with proper planning and leadership, they will have the ability to call upon brand specialists to drive the opportunity ownership of individual deals. These highly-trained and highly-seasoned professionals will drive the complex, strategic opportunities and provide opportunity ownership skills as appropriate.

**The category sales professional:**  
Will work closely with the client team to identify and validate new opportunities across a single client or all clients within a client-facing unit and will be responsible for establishing and maintaining new IT and LOB business executive relationships, ensuring brand value infusion to the client's business. The ideal candidate, will serve the role of brand strategist and will be responsible for creating an end-to-end client-centric value proposition for the brand, tailored to the client's industry and specific business situation. The chosen candidate will also be responsible for representing the entire brand portfolio to the client(s), enlisting the appropriate service people to address the client's business problems and assist in opportunity validation solution design and development and be responsible for generating incremental revenue and/or signings and growing IBM brand market share within the account or set of accounts. A category sales professional who excels in his or her job can aspire to higher levels of responsibility, brands and compensation, certification.



Wijeya Newspapers Ltd., the leading newspaper group in the country and publishers of Lankadeepa and The Sunday Times is looking for energetic males and females to fill vacancies in the Advertising Department.

## MARKETING EXECUTIVES

The candidates should

- \* Be below 35 years of age.
  - \* Have a good educational background along with professional qualifications (School leavers with an exceptional background and good track record also may apply.)
  - \* Be well conversant in both Sinhala & English languages.
  - \* Be a good team player ready to work hard and smart.
- The selected candidates will be offered, an attractive salary + handsome incentives.
- \* Experience in media advertising would be an advantage.

Send or e-mail your resume with contact details to reach us within 7 days of this advertisement to,

The Advertising Manager,  
**Wijeya Newspapers Ltd.,**  
No. 48, Park Street, Colombo 02.  
Fax: 011-2448323  
or  
email to: aravindas@wijeya.lk