

MICHAEL ANGELO SANJULA HARSHANI

KEY ACCOUNT MANAGER

CONTACT

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EXPERIENCE

- 2022-2024** **KEY ACCOUNT MANAGER**
Premasiri Supermarket
Sri-Lanka
Achieve sales volume, value, and market share targets.
Achieve targeted spends by maximizing return on investment (ROI) in every investment.
Collaborate closely with sales and merchandising teams to ensure execution excellence.
Maintain structured and frequent interfaces with sales managers to highlight gaps.
- 2016-2022** **SENIOR ACCOUNT MANAGER**
Mobitel Private Limited-Telecommunication
Sri-Lanka
Monitor competition closely and share market feedback.
Analyze performance and provide actionable feedback to the team.
Lead and close all accounts receivable elements with every customer within one week of the payment receipt date.
Conduct quarterly business reviews with trade partners.
Ensure all trade spends are pre-approved and authorized in writing.

EDUCATION

Human Resource Management

Institute of Personal Management Sri Lanka (IPM)

- FCHRM Completed With Distinction Pass/ From 2016 Sep 13th- 2016 Nov 08th
- CCHRM Completed With Merit Pass/From 2017 Jan 07th - 2017 Apr 24th
- PQHRM - 2023 Jan /Currently following

GCE Ordinary Level in Sri Lanka

Holy Family Convent Bambalapitiya

Completed With 2 Distinction Pass, 3 Very Good Pass, 4 Credit Pass

GCE Advanced Level in Sri Lanka

Holy Family Convent Bambalapitiya

Completed With 1 Distinction Pass, 3 Very Good Pass



ABOUT ME

Experienced Key Account Manager with 10 years of Experience in sales, Account Management. Proven track record of achieving over-performance target with a customer - centric approach. Passionate about bringing delight to clients and building long-term relationships. Highly analytical with excellent communication and negotiation skills. Fluent in English and Tamil

SKILL

- Active Listening
- Time Management
- Communication
- Data Analysis
- Negotiation
- Networking
- Problem-Solving

LANGUAGE

English

Tamil

Sinhala

AWARD



Top Performer award 2015
Mobitel Private Limited 2015



Top Performer award 2020
Premasiri Supermarket 2020

