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# Professional Summary

Dedicated Sales & Warehouse Team Leader with a strong drive. Expertise in Customer Service, Sales, Warehouse operations and, Forklift operations. A proactive and goal-driven individual who effectively manages warehouses, overseeing packing and dispatching, maintaining inventory, and boosting sales in targeted markets. Highly committed to delivering exceptional customer service in both UAE and Sri Lanka.

# Experience

 **Celina Trading LLC Sharjah, Dubai**

 **Jan 2014 – Present**

 - Warehouse Manager overseeing day to day operations.

 - To organize the procurement, sales & distribution of goods.

 - Ensure goods are loaded & delivered to the right customers.

 - Daily data entry into company Stock Control System.

 - Staff training, focus on quality control to ensure customer satisfaction.

 - Grading Categorization of Company Portfolio (350 – 500) items.

 - Created Customer folders & Load lists with customized logos for each customer.

 - Loading and offloading of containers.

 - Holding manual car driving license & Forklift Driving License in UAE. (License no 764137)

 **Litro Gas Lanka Colombo, Sri Lanka**

 **Jan 2011 – Dec 2013**

 - Sales Area Executive for “Industrial Gases”. Gases sold included: Nitrogen, Oxygen, and Carbon

 Dioxide, Helium, Acetylene, Argon & Hydrogen.

 - Focused on selling the gases and equipment to increase revenue/profit margins for the

 Company.

 - Generated Sales Map Routes for both Colombo & Ghampaha Districts.

 - Achieved Sales Target 40% above Company Monthly Set Target both in Wholesale and

 Retail..

 **GlaxoSmithKline Colombo, Sri Lanka**

 **Jan 2009 – Dec 2010**

 - Sales Executive in Pharmaceuticals.

 - Led and Managed Colombo Districts. Ensured all clients had full supplies of our product range.

 - Introduced New Products launched in market to increase revenue sales. Kept Customers

 Informed and up to date with the latest products / ranges.

 - Consistently proposed and implemented new sales incentives with a consistent focus on

 Customer Satisfaction.

 - Achieved Sales Target 30% above Company Monthly Set Target, both in Wholesale and

 Retail.

 **Samarasinghe Windscreen House Colombo, Sri Lanka**

 **Jan 2008 – Dec 2008**

* Sales Executive in Vehicle Spare Parts.
* Managed and monitored sales across 25 stores in Sabaragamuwa Province.
* Specialized Sales focus on common Brands ie: Toyota, Nissan, Honda, and Suzuki
* Implemented Sales Strategies to increase Revenue and ensure repeat orders

 were made weekly.

* Achieved Sales Target 20% above Company Set Target.
* Focused on Customer Service & Customer Satisfaction.

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| **Awards** |

 **Sales Award GlaxoSmithKline**

- 1st Dec 2010: (2nd Place) – Awarded for Best Sales Revenue for the Company.

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| **Education** |

 **Royal College Colombo – 07**

 - Completed Ordinary Level and High Level. Jan 2005 – Dec 2007.