



THISARA PERERA

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An enthusiastic, self-motivated, and reliable professional seeking a challenging role in Sales representative, where I can leverage my strong work ethic, adaptability, and team-working skills to contribute to the success of the organization. I aim to apply my extensive experience and problem-solving abilities to deliver exceptional results and drive continuous improvement.

EXPERIENCE

senior Sales representative

2016 - 2024

Lion Brewery Ceylon Plc Biyagama - Srilanka

interacts directly with customers throughout all phases of the sales process. I'm responsible for identifying a customer's needs, pitching relevant products or services, and ensuring they have a positive experience from start to finish.

DUTIES AND RESPONSIBILITIES

- Developed and executed sales strategies to meet targets.
- Built and maintained strong client relationships.
- Conducted market research to identify new opportunities.
- Prepared and delivered sales presentations.
- Negotiated contracts and closed sales deals.
- Mentored junior sales team members.
- Maintained accurate sales records and reports.
- Represented the company at industry events.

Service Crew and Cashier

2013 - 2015

First food llc Dubai-UAE

Greeting customers while offering super customer service attention, taking, assembling and presenting food orders, requesting and receiving payment, operating the cash register.

DUTIES AND RESPONSIBILITIES

- Provided excellent customer service, ensuring a positive dining experience.
- Took and processed customer orders efficiently.
- Handled cash transactions, operated the cash register, and maintained accurate financial records.
- Prepared and served food and beverages according to company standards.
- Assisted in maintaining cleanliness and organization of the dining area and kitchen.
- Addressed customer inquiries and resolved complaints promptly.
- Collaborated with team members to ensure smooth operation during peak hours.
- Adhered to health and safety regulations and company policies.

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Brew master / Barista

Bru Cafe / Unilever Company Colombo - Sri Lanka

2010 - 2013

Brew and serve hot or cold beverages, often tailored to the customer's preferences. I'm responsible for taking customer orders and payments. clean and sanitize work areas, seating areas and equipment/tools.

DUTIES AND RESPONSIBILITIES

- Prepared and served a variety of coffee and tea beverages with precision and consistency.
- Developed and tested new beverage recipes to expand the menu offerings.
- Ensured the quality and presentation of all beverages met company standards.
- Maintained and operated coffee equipment, including espresso machines and grinders.
- Provided exceptional customer service, creating a welcoming and engaging atmosphere for patrons.
- Managed inventory, ordered supplies, and ensured stock levels were maintained.

EDUCATION

2007 G.C.E. Advanced Level Examination

Ananda College ,Colombo Sri Lanka

2005 G.C.E. Ordinary Level Examination

Ananda College ,Colombo Sri Lanka

PERSONAL DEATAILS

DATE OF BIRTH : 14/7/1989
GENDER : MALE
NATIONALITY : SRI LANKAN
VISASTATUS : VISIT VISA

SKILLS

- Leadership
- Communication
- Conflict resolution
- Delegation
- Adaptability
- Team management
- Decision making
- Problem solving
- Organization skills
- Time management

PROFESSIONAL QUALIFICATIONS

- Achieved best sales respective western provinces
- Successfully completed excise rule and regulations NATA
- Successfully completed comprehensive personal skill development training Conducted by Special Forces regiment
- Successfully completed a Essential Fire Safety Course in Dubai United Arab Emirates Government

I hereby certify that the above information is true and correct according to the best of my knowledge and experience. If selected I assure that I would perform to the best of my abilities early waiting a positive response.

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