

# Asiri Sampath

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**Address:** Peradeniya RD, Kandy, 20409, kandy, Sri Lanka (Home)

## ● ABOUT ME

**Dynamic web developer and salesperson** with a **proven track record** at **Lanka Solutions**, including **Karunaratne & Sons** and **Octick Digital**. Demonstrates exceptional **problem-solving abilities** and **interpersonal communication skills**. Expert in **CRM** and **sales software**, adept at developing **customer-centric web solutions**. Extensive experience in improving **customer engagement** and increasing **sales effectiveness** through innovative tactics and **technical expertise**. Proficient in **front-end** and **back-end development** (HTML, CSS, JavaScript, MySQL, PHP). Skilled in **lead generation**, **sales forecasting**, and **closing sales**. Strong background in **Salesforce**, **HubSpot**, **market research**, and **sales analytics**. Adept at **strategic partnerships**, **new business acquisitions**, and **competitive intelligence**.

## ● EDUCATION AND TRAINING

01/2022 – 06/2022 kandy, Sri Lanka  
**COMPLETED NVQ LEVEL 4 WEB DEVELOPING CERTIFICATE** Vocational Training Authority

2018 – 2020 Kandy, Sri Lanka  
**PARTICIPATED THE ADVANCED LEVEL EXAM TECHNOLOGY STREAM** Sri Swarnajothi National School

01/2018 – 06/2018 Kandy, Sri Lanka  
**COMPLETED NVQ LEVEL 4 GRAPHIC DESIGN CERTIFICATE** I.B.A Campus

01/2018 – 06/2018 Kandy, Sri Lanka  
**COMPLETED NVQ LEVEL 4 ENGLISH LANGUAGE CERTIFICATE** I.B.A Campus

2017 – 2017 Kandy, Sri Lanka  
**PASSED THE ORDINARY LEVEL EXAM** Sarasavi Uyana Collage

## ● WORK EXPERIENCE

01/2024 – 06/2024 Maharagama, Sri Lanka  
**ORDER PROCESSING SALESPERSON** KARUNARATHNE AND SONS

- Communicated product features, advantages, and benefits to customers, enhancing **customer engagement** and driving **sales**.
- Utilized **consultative selling** and **solution selling** techniques to identify customer needs and provide optimal solutions.
- Consistently achieved and exceeded **sales quotas** through effective **cold calling**, **upselling**, and **cross-selling** strategies.
- Developed excellent **communication** and **interpersonal skills** by interacting with customers on a daily basis.
- Analyzed **customer feedback** and **sales data** to improve the effectiveness of **sales processes** and drive **customer retention**.
- Demonstrated ability to stay organized and motivated in a fast-paced environment, achieving high **sales growth** and **customer satisfaction**.
- Acquired extensive knowledge of **product lines**, **pricing structures**, and **competitive landscape**.
- Worked with management teams to develop annual **sales plans**, goals, and targets.
- Processed payments using **cash registers** and **POS systems** accurately and efficiently.
- Helped with floor moves, **merchandising**, and **display maintenance**.

01/2023 – 06/2023 Kandy, Sri Lanka  
**WEB DEVELOPER (INTERN)** OCTICK DIGITAL

- Developed custom websites to meet individual client needs using **HTML, CSS, and JavaScript**.
- Created clean, well-documented custom code and updates.
- Performed **cross-browser testing** to ensure compatibility across multiple platforms.
- Maintained **databases** such as MySQL for storing dynamic data used by websites.
- Implemented **responsive design** principles to ensure mobile compatibility of websites.
- Developed secure and reliable **web-based solutions** to meet customer requirements.
- Collaborated with designers to create **user-friendly interfaces** for websites.

06/2022 – 12/2022 Kandy, Sri Lanka  
**WEB DEVELOPER (INTERN) LANKA SOLUTIONZ**

- Developed and maintained **web applications** using HTML, CSS, and JavaScript.
- Built **responsive websites** utilizing best practices in **UI and UX design** principles.
- Debugged existing web applications for compatibility with different browsers and devices.
- Optimized **website performance** by writing efficient SQL queries and **caching techniques**.
- Maintained knowledge of emerging technologies relevant to web development projects.
- Translated designs into functional user interfaces with clean markup codes.
- Constructed database schemas according to business logic specifications.

● **LANGUAGE SKILLS**

Mother tongue(s): **SINHALA**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	B2	B1	B1	B1	B1
<b>TAMIL</b>	A1	A1	A1	A1	A1
<b>KOREAN</b>	A1	A1	A1	A1	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● **DIGITAL SKILLS**

Very proficient computer user | Experience with PHP, SQL, HTML, CSS, JavaScript | Microsoft Office package: Microsoft Word, Excel, PowerPoint, Access | Good Computer Programming and Computer Software Skills | Organizational and planning skills | Sales and Influence | Problem-solving abilities