

Deeshan Anjana Alwis

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OBJECTIVE

To work in an organisation where I could enhance and utilise my skills in business to achieve company objectives with integrity and zest.

EDUCATION

February 2013 – January 2016 **Swinburne University of Technology, Sarawak, Malaysia**
(University Grants Commission – Sri Lanka accepted university)

Available to work from February 2016

Bachelor of Business (Management), co-major – Marketing, CGPA – 3.79/4

- The management major included aspects of general management of companies, analysing data and information from different sources to be used in meaningful ways, developing and communicating creative solutions for business problems, interaction and communication with various stakeholders, and working supportively in diverse groups.
- The marketing co-major included aspects in all the major areas of marketing, managing customers effectively, and formulating and presenting creative marketing solutions.
- Gained an understanding on financial mathematics, various statistical analysis techniques and the interpretation of the results of statistical analysis.
- Ability to use microeconomic and macroeconomic principles for the benefit of the company and its stakeholders.
- Application of management accounting principles to identify and evaluate both the financial and non-financial performance of businesses.
- Was able to gain a vast experience on written communication by working on several research reports and analysis on business related topics. Also the coursework has trained me for effective verbal communication through graded presentations on a wide variety of management and marketing projects.
- Was the leader of 75% of the teams that I worked in.
 - Took the leadership during the Capstone 1 project (first final year project) – which was to analyse the viability of converting a local optical into a franchise.
 - Took the leadership during the Capstone 2 project (second final year project) – which was to work as consultants in creating a business model for a community project done through the collaboration of a privately owned cinema and a government institution.
- Some of the management-major related projects included a fund raising program for "Salvage Army" in Kuching, where our team was able to raise over RM1000 through a movie day. Other than that, an analysis was conducted to determine the effectiveness of the Business Information System at MBO Cineplex, Kuching.
- Some of the marketing-major related projects included the formulation of a comprehensive marketing plan for a local 4 star hotel, conducting a marketing research in a local shopping mall to identify the people's beliefs and attitudes on promotional techniques, analysing the feasibility of expansion of Taco Bell to India, and the development of a sales strategy and action plan for a local bank.

- High Distinctions for: Microeconomics, Organisation and Management, Quantitative Analysis, Accounting for Managers, Management Decision Making, Organising and Organisation, Organisational Behaviour, Entrepreneurship and Social Responsibility, Leadership in Context, Fundamentals of Marketing, Marketing Decision Analysis, Global Logistics Management, Buyer Behaviour, Strategic Marketing and Marketing Research.
- Distinctions for: Quantitative Analysis, Business Information Technology, Introduction to Business Law, Marketing Planning, Selling and Sales Management, Integrated Marketing Communications, Industry Consulting Project and Integrative Business Practice.

January 2012 – December 2012

Swinburne University of Technology, Sarawak, Malaysia
Foundation studies (Business), CGPA – 3.85/4 (Equivalent to Advanced Level studies)

- Coursework focused fundamentally on developing communication skills in English and subjects related to Economics, Marketing, Accounting, Mathematics and Law.
 - Successfully led a group of 30 students to prepare a magazine consisting of various articles on a range of topics.

January 2001 – December 2010

G.C.E. O/L Examination – 7As, 2Bs

Dharmaraja College, Kandy

ACADEMIC AWARDS

Swinburne University of Technology, Sarawak, Malaysia

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| 2013 – 2015 | Swinburne Sarawak Academic Excellence Scholarship |
| 2012 | Swinburne Sarawak Entrance Scholarship |
| 2012 | Golden Key International Honour Society Certificate for the top 15% students based on academic achievement at Swinburne University of Technology, Sarawak. |

EXTRACURRICULAR ACTIVITIES

Swinburne University of Technology, Sarawak, Malaysia

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| 2014 – 2015 | Peer Counsellor - Activities included counselling students on both personal and academic matters, spreading awareness about the counselling unit and organizing counselling related events. |
| 2014 – 2015 | Student Ambassador - Worked as a representative to university students and student organizations, helped to organize orientation activities and conducted the new international students briefing, and was an election committee member for the Students Council election. |
| 2012 | Masiswa Inter-University Games – Champion (Team Chess Championship)

Masiswa Inter-University Games - Second Runners up (Individual Chess Championship) |

REFEREES

Professor Debiprasad Dash
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 Swinburne University of Technology,
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