CURRICULUM VITAE **W. Kalpa Sanjaya**

No: 397/ E, Medagama, Bandaragama. | 0382293419 / 0773761670 | kalpasanjaya279@gmail.com

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| * CARRIER OBJECTIVES |

I wish to work for an organization where I can utilize my communication and negotiation skills along with my knowledge of marketing principles in increasing the brand value of the products and creating campaigns which will be not only one-of-its kind but also lead to increased profits for the company.

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| * PERSONAL PROFILE |

An imaginative and enthusiastic personality with diverse range of analytical and problem solving skills. Outgoing person with strong and effective organizational & communicational talents. Fine team player & able to use own initiative to achieve company goals & objectives. Versatile & learns up to the minute tasks skills quickly.

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| * EDUCATIONAL BACKGROUND |

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| Passed GCE (O/L) in 2004 |

Sinhala - A Buddhism - B

Science - C Mathematics - C

English - C History - B

Social Studies - B Business Studies - B

Art - B

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| Passed GCE (A/L) in 2007 |

Business Studies - C General English - C

Accounts - C Economics - S

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| * WORK EXPERIENCE |

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| Dialog Axiata PLC |

Employed at Dialog Axiata PLC as an Officer large and medium business Dialog Enterprise since July 2010 to September 2013.

Employed at Dialog Axiata PLC as an data verification officer Group marketing channels

under future waves (PVT) LTD. (2007 to 2010)

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| * JOB DISCRIPTION |

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| Dialog Axiata PLC |

Worked as a sales Officer Large and Medium Enterprises Business

Prospecting for new corporate business and business development

Achieving monthly and annual targets

Follow-up on clients request on sales related matters

Retain and servicing existing customer base

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| Dialog Axiata PLC under Future waves (PVT) LTD |

Verified prepaid and post paid applications

Handled business partner in an effective manner

Issuing essential items and equipments for the regions and field operations

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| Bharti Airtel Lanka (PVT) LTD |

Currently working at Airtel Lanka (PVT) LTD as a Account Executive

Prospecting for new corporate business and business development

Achieving monthly and annual targets

Fallow up on clients request on sales related matters

Monitoring free lance team operation (daily visits / targets)

Planning new promotions and special projects

Retain the service existing customer base

Keep updating sales figures and competitor activities to management

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| * EXTRA SKILLS |

Fluent in English and Sinhalese language

Ability to work under pressure

Willing to work in multicultural environment

Versatile and learns up to the minute tasks/skills quickly

I have a valid Driving license

I have the capacity to achieve set goals in spite of obstacle

Communicating with others and problems solved intently

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| * EXTRA CURRICULAR ACTIVITIES |

Played cricket under 15 and 19 as a school team member

Played volleyball as a school team

Member of school prefect team

Member of Divisional cricket team Dialog Enterprise

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| * PERSONAL PROFILE |

Name in full: Wadudurage Kalpa Sanjaya

Date of Birth: 19th May 1988

Gender: Male  
Religion: Buddhist

School attended: Sri Sudarshana Maha Vidyalaya, Piliyandala.

Nationality: Sri Lankan

N I C Number: 881401568V

Marital Status: Married

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| * REFERENCES |

**Mr. Sheik Dawood Cader Hussain Mr. Surain Prematilake**

Business Manager – National Sales Senior Regional Manager

Dialog Enterprise National Sales (North Central)

Mob: 0777 330 052 Dialog Axiata PLC

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