

Eran Widarshana peiris

**2/18, Duke Street, Papakura**

**Mobile: +64 22 5102187**

**Email: eranwidarshana@gmail.com**

**Personal Profile**

A dynamic self- motivated and result – oriented young professional with leadership qualities who could come up with effective solutions for your esteemed organization’s sale & marketing requirements. I consider myself as a person with excellent numerical, interpersonal and communication skills and dynamism tempered by staff motivation as well. I am confident to make challengers within a team and hold persuasive personality.

I started my career as a sales representative in 2001 as a sales person and grew up to my current management position step by step. Also have over 08 years of experience in the field of sales management in a multinational environment. This included a regional set goals achieving, debtor management and relationship management with key stakeholders.

I served 6 year as a Senior Marketing Executive for ID Lanka (Pvt) Ltd and my main responsibilities included volume, collection & relationship Management in assigned area.

In my tenure of  6 years as a territory manager in Sri Lanka’s no 01 beer manufacturer company which has 85% of market share, Lion Brewery (Ceylon) PLC ; My main responsibilities included Hit set goals , Regional logistic Management , Regional Inventory management , Regional HR management.

 I also served 2 years as a Key Accounts manager in Sri Lanka’s 2nd largest liquor manufacturing company, ID Lanka (Pvt) Ltd. My responsibilities included volume, collection, and relationship management with Key groups which contributed 38% to the total volume.

**Skills and Attributes**

* **sales management**
* Expertise in negotiations, reviewing, analyzing, forecasting & reporting.
* Ability to handle large number of staff and mentoring & grooming people to next level.
* Good computer skills Microsoft Office Suite
* **Relationship Management**
* Development and maintenance of positive and productive relationship with internal and external stakeholders.
* Working with individuals to achieve common objective
* Contributing to the development of a team
* Maintaining a customer focus
* Ability to deal with people from different backgrounds

* **Communication Skills**
* Working with wide range of people , including individuals and people of all cultures
* Problem analysis and issue identification

**Professional qualifications**

* Awarded as the “**MOST CONSISTENT MARKETING EXECUTIVE”** of the year 2006/2007.
* Awarded as the “**BEST MARKETING EXACUTIVE**” of the year 2007/2008
* Awarded as the “**BEST MARKETING EXACUTIVE**” of the year 2008/2009
* Awarded as the “**BEST MARKETING EXACUTIVE**” of the year 2009/2010
* Awarded as the “**BEST MARKETING EXACUTIVE**” of the year 2010/2011

**Sports**

* Member of under 13, 15, 17 and 19 Cricket teams.
* Wise Captain of the under 17 and 1st eleven Cricket teams.
* Played cricket for Nomads & Kotte cricket club.
* Member of School Athletic Team.(800M,1500M,3000M)

**Personal Information**

Name in full : Malwattge Eran Widarshana Peries

Address : 75, Ferry Road, Ethul Kotte, Kotte.

Contact No ; +64225102187

Date of Birth : 27th April 1981

Civil Status : Married

Nationality : Sri Lankan