



# PRABATHA DISSANAYAKE

Sales Executive

## PROFILE

A customer-focused and target-driven Sales Executive with a wealth of expertise in driving B2 C sales for retail sector. Extensive history of exceeding and redefining company sales targets. With six years of record- breaking sales performance, I am a dynamic professional adept at securing new clients through pitching, presenting and demonstrating key products. A proven track record of diving into a new sector & effectively learning about company services and product range. Constantly exceeds sales targets and sourcing new leads and deepening relationships with existing clients.

## CONTACT

Address : Ezdan Oasis, Al Wukair

Mobile : +97455921550

Email : prabhathadissanayake@gmail.com

## CORE SKILLS

- B2C experience
- Negotiating skill
- Exceeding sales targets
- Pitching & presenting
- Complaints handling
- Customer service

Proficient in Microsoft office and Adobe photoshop and good IT knowledge

## EDUCATION

I am reading a post graduate diploma in strategic marketing (European Nations Campus - ENC Sri Lanka)

University of Kelaniya SriLanka  
Chinese Language (2017)

### Languages

- English
- Chinese
- Sinhala

## WORK EXPERIENCE

2017/04 -2023/04 Sales Executive

**Flemingo Duty Free Pvt Ltd**

6 years experience in **luxury travel retail**.

5 years experience as a **brand ambassador** in **Louis Vuitton Moët Hennessy (LVMH)**.

Selling all products and achieving brand targets and exceed monthly targets by providing a good customer service

Key responsibilities :

- Handling sales inquiries in person and via telephone.
- Exceeding monthly sales targetsdeadlines.
- Reviewing sales performances & junior sales executives.
- Providing good customer service.
- Attending trade conferences & representing the company at external events.

Key Achievement :

- Exceeding company targets and achieving brand target consistently for a long period.
- Mentoring Junior Sales Executives to achieve and to increase their personal sales
- Being among the top ten sales executives at company for outstanding Sales targets

## REFERENCE

Shamal Gamage  
Senior Sales Management  
**Softlogic Brands Pvt Ltd.**  
No. 100 Galle Rd. Colombo 04.  
+94 555580617

Damian Fernando,  
Retail Manager.  
**Flemingo Duty Free Pvt Ltd .**  
+94 77477284