



Sadun Gunarathne

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Work Experience

Assistant Manager – Qatar Branch, Zuhail Pack International W.L.L, QA – 2022

Customer Service Executive, Zuhail Pack International W.L.L, QA – 2013 to 2015

- Managing the Country Branch Operation related to Moving/Relocation of Customers Personal/Household Goods & Vehicles in Domestic and International locations.
- Providing Freight forwarding solutions by Sea freight, Air freight, Land freight, Storage, Customs Clearance, Chamber, Ramp, Insurance & Transportation Services.
- Negotiating rates with Overseas agents, Airlines, Shipping Lines, Warehousing, packing material, transportation suppliers and outsourced packers.
- Follow up on customer payments to ensure payment is received prior to the delivery.

Client Associate Manager, Canopy Holdings Pvt Ltd, LK – 2020 to 2022

- Responsible for the showroom activities and the Key Contact point for all the Clients, from the Inquiry stage to the installation of customized wooden, steel, fabric.
- Visiting real estate sites with internal & outsourced interior designers.
- Building Brand visibility on Social media platforms and exhibitions.
- Project Handling as per approved design proposals with the production team
- Site Visits for Layout drawings and concept identification

Assistant Manager, Hellmann Worldwide Logistics Pvt Ltd, LK – 2019 to 2020

- Heading the Perishable Logistics Vertical and Middle East Trade Lanes Business.
- Developing Sales of Spot Shipments accounts and Strategic (Tenders) Accounts.
- Being a part of the Organization Cultural Change due to the New Management.
- Representing the Company for American Chamber of Commerce Events.
- Reporting to the Managing Director & the Head of Perishable logistics Middle East South Asia Region on the development of Perishable business vertical.

Senior Sales Executive, Wurth Lanka Pvt Ltd, LK – 2015 to 2019

- Handling Omega Garment & Michelin Tire Key Accounts.
- Demonstrations for sales of power tools, hand tools, fasteners, occupational safety products to Maintenance Engineers, Safety Officers & Purchasing Managers at EPZ.
- Conducting Occupational Safety training programs to factory workers
- Achieving Territory Sales Targets and developing customer base.
- Visiting customers with the MD of Wurth Electronics India during his visit.

Sales Executive, 20Cube Logistics Pvt Ltd, LK – 2012 to 2013

- Generating sales from all freight forwarding services for clients.
- Generate & Handle Business in cross trading/triangular shipments.
- Pricing freight rates from shipping lines for all company Sea Freight Export
- Negotiating with Overseas Agents for Import Sea & Air Freight rates.
- Basic consultancy services for customers to commence trading.
- Being focal contact point for the company's Indian office to develop trade

Sales Executive, CL Synergy Pvt Ltd, LK – 2010 to 2012

- Freight market research, business canvassing, and building close relationships with co-loaders to develop export consolidation to HK, SG and UK traffic.
- Achieving target revenue by selling Sea & Air Freight Export, Customs Clearance, Forwarding and Land Transport Rates to existing Key Accounts and New Customers.
- FOB leads/Export Nominations, support with marketing strategies of the Cluster.
- Report on all sales activities with sales reports for decision making.

Education

- MBA (General) in International Business: 2021 - University of West of Scotland, UK
- Following CIM Level 07, PG Dip in Professional Marketing

Extra-curricular activities

- Committee Member (St. Josephs College, Colombo, LK) Old Boys Union Qatar
- Certified Member of the Chartered Institute of Logistics & Transport UK

Key Skills & Recognitions

- Highest Plan Fulfillment & Customer Development Awards 2018 - WURTH Lanka
- Managing a Country Branch Operation in the Relocation/Shipping Business
- Managing a Customized Furniture/Retail Showroom
- Qatar Driving License - Manual

Reference

- Dr. Niroshan J Pieries, Cluster Director/CEO - LAUGFS Gas PLC, LK
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