**Piyal De Silva**

No.90, 2nd Lane, Kalutara

Tel: 0112865477

E-mail: piyal@yahoo.com

##### Career Objective

Pursuit of a challenging career in ***Sales & Marketing*** where I can demonstrate my technical and business skills and contribute to the company.

##### Summary of Qualifications

|  |  |  |
| --- | --- | --- |
| 1. Bsc | 1. Marketing Management | 1. Colombo University |
| 1. Product Marketing | 1. Contract Negotiations | 1. Account Management |
| 1. Project Management | 1. Quality Control | 1. Business Development |

##### Achievements

|  |  |
| --- | --- |
| * **Best Marketer Award for Outstanding Performance**   *One of a dozen employees selected out of 45,000 employees worldwide to receive this award* | 2005 |
| * **Best Sales Guru Award –** NBO | 2002 |
| * **Fellowship and Research Assistantship Awards**   University of Colombo | 1990-1992 |
| * **Two Technical Publications** | 1996 and 1999 |

***Professional Experience***

* Managed all technical and commercial aspects of a five-year, Rs8 million, IBM 300mm contract.
* Developed sales’ tools and grew eastern region’s sales from Rs.1M in 1999 to Rs.6M in 2003.
* Championed a new product-line (Zenith) for MOCVD application and sold the first six systems, Rs.250K/system, in USA.
* Performed day-to-day product sales, marketing, and service activities.
* Identified and developed a new market for vacuum and abatement products – Compound Semiconductor.
* Supervised and managed quality assurance of Rs.27M equipment decontamination at a Superfund site.

##### Education

|  |  |
| --- | --- |
| * **Post Graduate Institute of Management (University of Sri Jayawardenapura)**   Master of Business Administration (MBA) with concentration on marketing | 2000 |
| * **University of Colombo**   Bachelor of Science degree in Marketing | 1992 |
| * **Anuradhapura Central College**   G.C.E A/L | 1990 |

##### Employment History

|  |  |
| --- | --- |
| * **KNC Products Ltd**   Sales and Marketing Specialist | 1996 – Current |
| * **Innovent Engineering**   Sales Coordinator | 1994-1996 |
| * **National Environmental Authority**   Project Coordinator | 1994-1995 |

###### References

Available upon request