**Piyal De Silva**

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##### 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