# **DULAJ NILANKA JAYAKODY**

SUMMARY



Goal centric individual with a Titans attitude specialised in the field of customer supportive chain & Management, currently working in a Top rated Bank in Sri Lanka

with an objective to pursue an excellent career under a challenging business environment while achieving goals within specified timeframes. Aiming to work towards the growth and meeting the corporate objectives of the organization, development.

**PERSONAL INFORMATION**

PROFESSIONAL EXPERIENCE

NAME WITH INITIALS: H.A.D.N. JAYAKODY

DATE OF BIRTH : 19 MARCH 1998

NATIONALITY : SRI LANKAN

**KENTUCKY FRIED CHICKEN- KFC Sri Lanka**

**Crew Member- SEP 2017 to MARCH 2018**

* Provide hospitality, working upfront greeting and providing friendly customer service
* Keep work areas such as food preparation areas and customer areas clean and well organized
* Maintain stock work and customer areas with needed supplies such as napkin, condiments and cleaning supplies

**NATIONAL DEVELOPMENT BANK PLC**

**Business Development Associate- Personal Loans- April 2018 to 2019 NOV**

* Monitor the movement of Customers’ needs of manufacturing their own business and their Debt consolidation plans.
* Responsible for monitoring and controlling business activities of Customers
* Analyse data and collaborate with internal customers to determine and apply appropriate procurement, policies and contingency plans to avoid

Problems in future

* Leading contract negotiations, driving cost savings initiatives, and implementing strategic sourcing best practices for customers future plans
* Closely work with team members of each business unit in achieving the KPI’s and the monthly targets of the business units and individuals.
* Having good relationships of top rated companies( Access, Zone 24x7, Anverally and sons)

**CONTACT DETAILS**

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**EXPERTISE/KEY COMPETENCIES**

CUSTOMERS MANAGEMENT

BUSINESS DEVELOPMENT AGENT

LEADERSHIP & TEAM WORK

MARKET ANALYSIS & RESEARCH

CONTENT & REPORT WRITING

**LANGUAGES**

ENGLISH

SINHALA

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EDUCATION QUALIFICATIONS

**Office Manager – 2011 to 2012**

* **Completed G.C.E. Advanced Level (Commerce Stream) 2017 - Nalanda College, Colombo, Sri Lanka**
* **Completed G.C.E. Ordinary Level 2014 – Asoka College, Colombo, Sri Lanka**

EXTRACURRICULAR ACTIVITIES AND ACHIEVEMENTS

* Best Sales Target Achievement In Personal Loans ( 12mn cluster) on March Big Month Promotion
* Executive Committee Member Of Nalanda College Commerce Society
* U-17 & 1 XI cricket player at Asoka College( 2015) Big match and U-17 Player at Nalanda College
* 1 xi Football player at Nalanda college ( 2016- 17)
* Currently Team member of NDB Bank cricket Team

NON-RELATED REFEREE

**Miss. Thisuri Jayathilake**

**Research Assistant at JPURA & Lecturer at HRMI**

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