

Isuru Pathum Philip

SALES & IT PROFESSIONAL



Experienced sales leader and computer technician with strong IT, graphics, and web skills; proactive, reliable, and customer-focused.

Wattegama, Kandy, Sri Lanka

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NIC Name: Bulathge Hettiarachchilage Isuru Pathum Philip



PROFILE

Dedicated professional with over 8 years of cumulative experience across sales management, field promotion, and computer technical support, combining strong communication with hands-on IT expertise in hardware, software, and graphics to deliver dependable results.

- Sales Management
- Field Promotion
- Computer Technician
- Graphic Design
- Web Design
- Customer Service

EXPERIENCE

- Sales Manager — Diamond Detergent

Alawathugoda • 1 year

 - Led retail and distribution sales for liquid detergent lines, improving territory coverage and customer retention.
 - Drove in-store promotion planning and merchandising to grow monthly order volume.
- Sales Representative — Multi Steel Company (Amano Roofing)

Colombo 12 • 1.5 years

 - Managed B2B sales cycle from prospecting to closing for roofing materials, coordinating deliveries and after-sales support.
 - Built relationships with contractors and retailers to expand market penetration.
- Sales Promotion Manager — Sampath Enterprises (Electric Items)

Kandy • 2 years

 - Executed promotional campaigns and product demos, increasing brand visibility and sales conversion.
 - Trained sales staff on product knowledge and customer engagement.
- Money Collector — Fonterra (with HEWAGE Group)

1 year

 - Handled route collections with accurate reconciliation and reporting to finance.
 - Maintained timely collections and built trust with retailers.
- Sales Representative — Lahiru Product (Murukku & Sweets)

2.5 years

 - Expanded shop coverage and maintained merchandising standards to improve sell-through.
 - Collected market insights to inform promotions and product mix.
- Computer Technician — E-W Information System

1 year

 - Performed PC assembling, repairs, networking, OS/software installs, and virus removal with customer training.
 - Supported small office environments with troubleshooting and upgrades.

EDUCATION

- St. Anthony’s College, Kandy

1995–2009

 - GCE O/L (2007): 1 A, 2 B, 6 C passes; completed Grade 10.
 - GCE A/L Commerce (2009): 2 Credit passes, 1 Ordinary pass.
 - Art Exhibition & Quiz team; Art & Craft prizes.

CORE SKILLS

- MS Word
- Excel
- PowerPoint
- Access
- Outlook
- FrontPage
- Adobe Photoshop
- CorelDRAW
- QuarkXPress
- Web Design
- Internet Research
- Networking
- PC Assembly
- Troubleshooting
- Virus Removal

- Operating Systems

 - Windows 95/98/2000/ME/XP/Vista/7/8/10/11
 - Ubuntu (Linux)
- Graphics & Media

 - Photoshop, CorelDRAW, QuarkXPress
 - Acrobat DC; Photo/Video editing

PROFESSIONAL COURSES

- Office, Graphic Design & Hardware — National Computer Project
- English Course — British Council

PERSONAL DETAILS

- Full Name (NIC): Bulathge Hettiarachchilage Isuru Pathum Philip
- Date of Birth: 1990-12-02 (Wattegama)
- Nationality: Sri Lankan
- Religion: Roman Catholic
- Civil Status: Married
- Languages: Sinhala (fluent), English (good command)
- Passport No: N10018928
- Address: No. 56/6 B, Yatirawana, Wattegama, 20810, Sri Lanka

REFERENCES

Available upon request.

HOBBIES & VOLUNTEERING

- Teaching computer for children (part-time); web development & design on request.
- Watching movies, surfing the internet, playing cricket, reading newspapers and magazines, spending time with children.