



Sidhath Saveen Weerasuriya

Cost Controller/Business Development Manager

Nationality - Sri Lankan
Date of birth - 26.08.1985 (40+)
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Background Summary

Skills

- Fidelio Material Control System
- Micros 9700, 3700 & Symphony POS systems
- Sun System
- Scierter Inventory system, Destiny & Accmaster
- Prospecting
- FB boosting
- Cold calling
- Strong ability to lead & motivate teams
- SaaS product knowledge
- MS office 365
- Telemarketing
- Customer service
- CRM
- High quality lead generation
- Excellent verbal & written communication skills in English
- Excellent computer skills
- Good troubleshooting & problem-solving
- Team player
- Ability to work under pressure & high paced competitive environment

Cost Controller

Professional cost controller with 9 years experience in Receiving, Storekeeping, Purchasing & Cost controlling (Dubai & Sri Lanka).

Business Development Manager

Professional & target driven business developer with 4 years' experience and a proven track record in high volume sales lead generation & telemarketing (US, Canada & UK), sales prospecting & sales closing (Sri Lanka).

Work Experience

Ceylon green life plantation (Pvt) Ltd

Regional Manager – Business development

09/2025 – 01/2026

Branch Manager – Business development

10/2024 – 09/2025

Duties/Tasks

- Oversee branch operations & ensure smoothness
- Recruiting, training, mentoring & lead staff to maximize performance
- Customer service, resolving client complaints & building relationships to boost client retention
- Achieve monthly sales targets
- Implementing sales strategies
- Handling petty cash and reducing cost
- Analyzing market trends to drive growth
- Submitting performance & salary reports to the head office on a monthly basis
- Ensure compliance with company policies

Languages

- Sinhala
- English

Interests

- Traveling
- Reading

Wheelhouse Inc

Freelance Business Development Executive - Independent contractor 06/2024 - 08/2024

Duties/Tasks

- Cold calling companies in the US, UK & Canada and generating leads
- QA
- Managing sales teams and training.
- Reporting & trouble shooting.

Talentshell.US pvt ltd

**Business Development Executive
12/2021 - 05/2024**

Duties/Tasks

- Cold calling companies in the US, UK & Canada and generating leads
- QA
- Managing sales teams and training.
- Reporting & trouble shooting.

Citrus Beach Resort (Waskaduwa)

150 Rooms, Restaurant (Lemon Sun), Main Bar (Pomelo Hi), Pool Bar (Aqua Peel), IRD, Mini Bar, 3 Banquet Halls - Blue Orchard (Cap - 100), Mandarin Shore (Cap - 900) & Sky Lime (Cap - 100), Ayurvedic Spa.

Cost Controller

12/2019 – 12/2021

Duties/Tasks

- Overall supervision of stores & purchasing
- Verifying the accuracy of the daily food & beverage cost report prepared by the cost controlling assistant.
- Verifying the accuracy of the excise summary prepared by the store keepers.
- Analyzing the all-inclusive bills daily.
- Verify the accuracy of the bar wastage cost report prepared by the cost controlling.
- Performing required controls over driver's meals.
- Verifying the accuracy of the kitchen wastage cost report prepared by the cost controlling assistant.
- Performing spot checks in stores and outlets.
- Reducing kitchen costs while maintaining quality,
- Data analysis
- Vendor negotiation
- Researching alternatives

Conti....

- Daily spot checking the quality and quantity of goods at the receiving.
- Perform controls over gas usage.
- Checking and verifying cheques prepared by the AP.
- Performing controls over slow-moving items
- Performing price comparisons
- Performing yield test.
- Supervising spot checks on outlet and department petty cash counts.
- Updating the menu costing with the current prices.
- Update local & import purchase report.
- Supervising month end stock counts.
- Verifying reconciliations of inventory counts.
- Preparing the final cost report and posting journal entries.
- Performing controls over banquet events
- Approving POs.
- Menu Costing.
- Menu Engineering.
- Performing duty manager tasks on roster.

Movenpick Hotel, Jumeirah Lake Towers (Dubai)

Movenpick Hotel, Jumeirah Lake Towers (Dubai)

168 Rooms, Restaurant (Nosh), Main Bar (UBK), Coffee Shop (Crema), Pool Bar (Soul), Mini Bar, IRD & Meeting Rooms

Al Shalal Beach Club - The Palm (Dubai)

Coffee Shop (Riva Lite), Restaurant (Riva), Pool Bar (Gazebo) & Beach

**Cost Controller, Assistant Cost Controller & Storekeeper
04/2015 – 09/2018**

- Solely handling all cost controlling tasks and supervision over stores for both properties
- Menu item recipe, buffet costing
- Preparing cost reports & submitting daily to the management.
- Monitoring kitchen, store purchases & receiving, checking daily invoice batches and verifying.
- Conducting outlet & store spot checks.
- Performing yield test on food and beverage.
- Posting inter outlet transfers into material control system.
- Booking revenue into the material control system.
- Monitoring outlet voids & returns.
- Ensuring store area is to HACCP standards
- Updating & monitoring complementary checks & executive duty meal checks.
- Monitoring outlet package consumptions.

Conti....

- Menu Engineering.
- Performing package analysis to control inventories.
- Calculating and Following up FOC from suppliers.
- Supervising outlet promotion controls.
- Conducting OS&E inventory count and submitting reports for provisions.
- Creating price comparison reports when required.
- Conducting month end closing inventory counts in stores & outlets
- Reconciling inventories in the end of the month & valuating variances.
- Preparing final cost report & posting JVs
- Creating Micro (POS) keys, maintaining POS design & troubleshooting.
- Creating suppliers, articles & other required details in materials control system.
- Valuating inventory variances & submitting to management end of the month.

Al Bustan Center and Residence (Dubai)

640 Rooms, Restaurants and Shopping Mall

Store Clerk, Purchasing Clerk

11/2012 – 04/2015

- Receiving.
- Issuing.
- Proper storing of goods (FIFO).
- Maintaining inventory stock levels in stores & warehouse.
- Regular stock counts.
- Monitor slow-moving items
- Raising POs & posting invoices.
- Posting issue request.
- Coordinating with suppliers for deliveries, research of prices and items availability.
- Maintaining purchasing & inventory modules.
- Obtaining quotations from suppliers for pricing updates.
- Maintaining HACCP file, records of orders.
- Assisting the purchasing manager with day-to-day tasks and sole handling of the purchasing department.
- Maintain stores & purchasing records

Workplace Achievements

Company – Ceylon green life plantation

Certificate of achievement

Outstanding performance & exceptional dedication - Regional manager category.

- Excellence in sales performance
Annual business target – 48 million
Actual annual Achievement – 190 million
- Commitment to organizational goals
- Customer engagement
- Consistent contribution towards business growth

Company - Talentshell.US pvt ltd

Monthly lead generation targets achieved between 200% - 300%

Certifications of achievement

Top 2 Global Business Development Rep

2nd highest leads & revenue generated for the month

- July 2023
- December 2023

Top 3 Global Business Development Rep

3rd highest leads & revenue generated for the month

- November 2023

Top 5 Global Business Development Rep

5th highest leads & revenue generated for the month

- February 2024

Top 15 Global Business Development Rep - Consistency

Consistency award for being in the top 15 Global Business Development Rep for 6 months

Company – Movenpick Hotel, Jumeirah Lake Towers (Dubai)

Certificate of achievement

Employee of the month

- Winner December 2016
- Winner August 2017

Nominee star of the year – 2017

Al Bustan Center and Residence (Dubai)

Certificate of achievement

Employee of the month

- Nominee employee of the month – November 2013
- Winner October 2014

Academic qualifications & Professional certifications

- GCE O/L – Christ King College, Pannipitiya
- Successfully completed vocational training on Pastry and Bakery NVQ level 3 - VTA
- Diploma in information technology - East west career training
- Successfully completed PIC level 3 and obtained the certificate with merit for HACCP (Dubai).

UAE recognized work-place certificates

- Basic Food & Hygiene Course (Certificate of Hygiene Completion)
- Customer Service Training Program (Al Bustan)
- Fire Safety Training Program
- Chemical Training Course (Diversey, Jebel Ali Free Zone)
- Handling Complaints Training Program

References

✦ **Mr. Pradeepa Fernando** - Financial Controller.
Citrus Silver Limited – Colombo 08.
Cont: (+94) 710461315.

✦ **Mr. Nimal Fernando** – Director.
KoreanSPA Accessories (Pvt) Ltd, Ranala, SL.
Cont: (+94) 773954559.

I solemnly state that the above particulars are true and correct to the best of my knowledge, Thank you.

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Sidhath Saveen Weerasuriya