

Contact

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Top Skills

Chemicals
Market Development
Business Strategy

Languages

Sinhalese
Hindi
English

Kalani Masachi

Independent Business Consultant - Chemicals
Greater Boston

Summary

I was fortunate to work with many Industry professionals, learn from them, gain experience about manufacturing processes and raw materials that go in to it. Also feel fortunate about getting mentorships from senior marketers, and directors I have worked with to learn sales negotiations, business promotions, marketing and launch products. Learning and work you do never stops.

Experience

FRP Services (Asia) Pte Ltd
Independent Business Consultant
January 2020 - Present (1 year 3 months)
Greater Boston Area

B2B sales and lead generation. (Industrial chemicals)

FRP Services & Company
Business Manager/ County Sales Manager (Sri Lanka)
October 2009 - April 2012 (2 years 7 months)
Sri Lanka

Chemical sales, New market development, product strategy and client relations.

Experience in closing deals, shipping procedures, customs procedures (* within Sri Lanka) of Industrial solvents, Petroleum resins and other chemical precursors in Paint , injection molded plastics, Natural and synthetic Rubber based manufacturing.

FRP Services & Company Lanka Ltd.
Business Development Manager
October 2009 - October 2011 (2 years 1 month)
Sri Lanka

Worked as Account Manager of chemicals Sales in Sri Lanka for FRP Services and Company Lanka Limited until company evolved in to two separate organizations.

Mackwoods Pvt Ltd

Product Manager (Food) Industrial Chemicals Division

2007 - 2008 (1 year)

Sri Lanka

Sales manager, in Sri Lanka (B2B sales of food ingredients, specialty food additives sector manufacturers)

Worked to introduce, promote and sell of sugar free sweetener range, food texturizing products and modified food starches from Cargill Inc. to Sri Lankan food, confectionary manufacturers.

Sourcing Specialty/ Bulk raw materials food manufacturers and whole sellers in Sri Lanka. (i.e. Food Packaging, Sweeteners like Liquid glucose, Erythritol, Maltitol, Sorbitol. Texturizers and additives such as Pectin, carrageenan, xanthan gum, locust bean gum, Essential oils, food flavors. Cocoa powder, Coco liquor, Coco butter)

ISLANDWIDE MARKETING SERVICES

Technical Marketing Executive

2005 - 2007 (2 years)

Colombo

Business Development, client relationship management.

Trained in B2B sales , negotiating and closing deals, shipping procedures, banking terms and administrative tasks. Knowledgeable in handling and storage chemical precursors and resins for Plastics (PVC, HDPE, LDPE, LLDPE,PE), Additives, driers, Pigments goes in to manufacturing. Also knowledgeable Natural and Synthetic Rubber manufacturing, Rubbers, additives, pigments.

Education

University of Pune

Bachelor of Science (B.Sc.), Chemistry · (2002 - 2005)

University of Colombo

Master of Business Studies (MBS), Business Management · (2008 - 2011)

University of Colombo

PgDBM, Business Management · (2006 - 2007)

Piliyandala Central College, Piliyandala

GCE A/L, Biology, General · (1997 - 1999)

