ILLUSTRATIVE SAMPLE

Ravindra Jayasekara

Group Chief Executive Officer | Manufacturing and Distribution | P&L of US$29 million | Export Market Entry

Colombo, Sri Lanka · +94 77 000 0000 · r.jayasekara@example.com · linkedin.com/in/example

Sri Lankan national · Available to relocate to the UAE · Notice period: three months

EXECUTIVE PROFILE

Group CEO who grew a Sri Lankan manufacturing and distribution group from LKR 6.1 billion to LKR 9.8 billion in revenue (about US$29 million) in four years, and moved 31% of sales into export markets. Leads 640 people across three subsidiaries and reports to a family holding board. Now targeting managing director roles with Gulf manufacturers and distributors expanding into South Asia and East Africa.

SELECTED ACHIEVEMENTS

- **Revenue growth:** grew group revenue 61% in four years, from LKR 6.1 billion to LKR 9.8 billion (about US$18 million to US$29 million), holding EBITDA margin between 14% and 16%.
- **Market entry:** opened distribution in the Maldives and Bangladesh in 2022 through two partner agreements. Export share rose from 9% to 31% of revenue.
- **Portfolio decision:** exited the loss-making retail arm in 2023, releasing LKR 600 million (about US$1.8 million) for export capacity.
- **Operating model:** moved 14 factories and depots onto one ERP in 11 months. Month-end close fell from 12 days to 5.

CORE CAPABILITIES

P&L leadership · Board reporting · Export market entry · Distributor and partner networks · Divestment · ERP-led transformation · Bank and lender negotiations · Succession planning

LEADERSHIP EXPERIENCE

Group Chief Executive Officer

2020 to present

Lankora Industrial Holdings (Pvt) Ltd, Colombo, Sri Lanka

Privately held group in packaging, consumer goods manufacturing and distribution. Three subsidiaries, 640 people, revenue LKR 9.8 billion (about US$29 million) in FY2025/26.

Scope: seven direct reports (Group CFO, COO, three subsidiary managing directors, Head of HR, Head of Export). Reports quarterly to the holding board.

- Restructured LKR 1.2 billion (about US$3.6 million) of term loans with two banks during the 2022 currency crisis and kept all 640 jobs.
- Introduced a monthly operating review and one KPI scorecard across the three subsidiaries. On-time delivery rose from 81% to 95%.
- Won supply contracts with two national supermarket chains and a regional quick-service restaurant group, adding LKR 1.4 billion in annual sales.
- Built a succession plan for every direct report. Two subsidiary managing directors were promoted from within.

Managing Director

2016 to 2020

Lankora Packaging (Pvt) Ltd (group subsidiary), Colombo

Flexible packaging manufacturer, 210 people.

- Turned a loss of LKR 85 million into a profit of LKR 210 million in three years by closing an unprofitable second shift and renegotiating resin supply contracts.
- Secured ISO 9001 and FSSC 22000 certification, which opened contracts with two multinational FMCG clients.

General Manager, Commercial

2011 to 2016

Talawa Foods PLC, Colombo

- Led sales, marketing and key accounts for a listed food manufacturer. Grew modern trade sales from 18% to 34% of revenue.

Earlier career

2004 to 2011

Sales and brand management roles in FMCG, Colombo

EDUCATION

- MBA, Postgraduate Institute of Management, University of Sri Jayewardenepura
- BSc Business Administration, University of Colombo

BOARD AND MEMBERSHIPS

- Board member, two group subsidiaries
- Committee member, a national exporters' association
- Languages: English (fluent), Sinhala (native), Tamil (working)

US$ figures converted at LKR 336 per US$1 so readers outside Sri Lanka can compare scale. Figures are illustrative.