

the SUNDAY TIMES

EMPLOYMENT TIMES

MAKING OPPORTUNITIES KNOCK ON YOUR DOOR

Goals make you more challenging

Goals make you more challenging, expand your growth and help to keep you focused

Always have some goals that are easy to reach. Simple goals and short-term goals will motivate you as you achieve them and keep you headed toward larger goals.

Make yourself stretch with long-term goals.

Long-term goals are usually two years or longer. These goals set the stage for your plan of success. They challenge you, expand your growth and help to keep you focused.

Share your goals with affirmations.



Speaking your goals out loud in the

form of affirmations will not only help to feed your own sub-conscious mind, it will also allow others to support your efforts too. You are more likely to achieve your goals if your friends, business associates and family know about them. Only share your goals with people who encourage your growth and success and avoid negative forces.

It always amazes me how many goals I achieve by sharing them with others. My friends, family, business associates and even my audience attendees help me to stay on track and keep me

moving toward my goals with continuous positive encouragement.

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All about marketing...

Contd from pg 01

Each event requires its own individual needs depending on the purpose, size, budget, and style. The following will generally require special attention.

- ▶ Guest list - right mix for the purpose
- ▶ Invitation - should go well in advance, replies should be requested to estimate number
- ▶ Venue - location, facilities, size and interest
- ▶ Catering - in house or external (professional) caterers
- ▶ Staffing - to welcome guests, refreshment service, information provision, order take
- ▶ Photography - hire a professional photographer / press photographer
- ▶ Promotional material & give-away - product catalogue/ samples/ theme branded gifts

2. CORPORATE HOSPITALITY

Corporate hospitality is partly an entertainment to the organization and can be ranging from small in-house (boardroom lunch) to attendance at a mega sports of company's capability and can be handled by professional agencies. Corporate hospitality activities aim at,

- a) relationship building with key clients
- b) rewarding and motivating key suppliers
- c) encouraging networking and informal communication

hence it makes all sense that organization plans the guest list carefully and reaps the maximum benefit through the event by keeping eye on,

- ▶ Places with set numbers need to be filled. Have a reserve list
- ▶ Judge your guest list sensitivity and let invitees be of similar status and interest of each other
- ▶ Invite guests verbally which can be followed by formal invitations

▶ Monitor responses, replace reserve-list accordingly
The writer is a CHARTERED MARKETER B.A (Hons) (SJ), Dip. M. (S.L), PGDM (UK), CIM (UK), MCIM, MSLM (Senior Management consultant and Lecturer)

We are looking for an ambitious high calibre results-oriented individual with a proven track record to Head and drive the project segment independently from the position of

SALES MANAGER Institution

THOSE WHO HAVING GOOD RAPPORT WITH ARCHITECTS, BUILDERS, CONTRACTORS, AND OTHER PROFESSIONAL IN THE CONSTRUCTION FIELD ARE INVITED

SHOULD HAVE MINIMUM 10 YEARS EXPERIENCE IN THE INSTITUTIONAL SALES/PROJECT SECTOR

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Vacancies

Bimputh Lanka Investments Limited

Bimputh Lanka Investments Limited (BLI) is a Limited Liability Company incorporated in 2007 and approved by Central Bank of Sri Lanka (Reg. No RFC /033). The Business is engaged in providing micro financial services to the general public and in particular within the Ampara and Moneragala Districts.

We are looking for dynamic individuals for the posts of **Branch Managers** in Sevangala, Ampara, Dehiattakandiya, Mahaoya, Padiyathalawa and Pothuwil Branches who should possess initiative drive, interpersonal and administrative skills to head our departments and to meet the demands of a challenging business environment.

We are interested in you if you can match or exceed the following personal profile.

- ❑ The Candidates should have a sound educational background preferably a Bachelors Degree in Finance, Economics or any other related discipline.
- ❑ Minimum 10 years experience in a similar capacity in a reputed Financial Institutions.
- ❑ Fluent in English and sufficient computer literacy

We are also looking for **Officers** for our various departments including our Head Office,

Candidates should possess the following qualifications:

- ❑ G.C.E(A/L)
- ❑ Minimum 03 years Experience in a Similar Organization
- ❑ Computer Literacy.

The appointments carry attractive remuneration packages commensurate with qualifications and experience in line with market standards.

Applicants should forward their CV with the names of two non related referees within 07 days to reach

The Group Director (Human Resources)
Bimputh Lanka Investments Ltd
No 362, Colombo Road,
Pepiliyana, Boraesgamuwa.
E-mail : rajahgamage@daya-group.com

www.sansuk

VACANCY

Our export facility at Nawala has an immediate requirement for a dynamic and self motivated person with the following credentials to join our team:

QUALITY CONTROL ASSISTANT

Agri/Food Based Exports

- A Degree / Diploma in Food science or Agriculture or the equivalent
- Previous experience in Quality Assurance (ISO 22000/HACCP)
- Computer literacy & fluency in spoken and written English

Remuneration will be commensurate with qualifications and experience

Application within 7 days of this advertisement to:-

HR Manager,
129, Reid Avenue, Colombo 04.
E-mail: vacancy.qca@nidro-lanka.lk

VACANCY

FINANCE MANAGER

Wanted for immediate engagement a CIMA qualified **Finance Manager** with a minimum of 10 year post qualification experience

Executive Director
Population Services Lanka
No. 155, Kirula Road,
Colombo 5.
poplanka@sltnet.lk

WANTED

Applications are Called from Experience Males for the **Post of Co-ordinating Officer**

- Age Between 40-55 Years
- Conversant in Ms-Office Package
- High Command in English
- Ability to Handle All Office Correspondence Independently
- Knowledge in general office Routine
- Apply with Expected Salary
- Two Non Related Referees

Preference will Be Given For Residents from Moratuwa to Kalutara and Horana, Bandaragama Areas.

SRI LANKA DISTILLERIES LTD
WADDUWA

WE ARE LOOKING FOR SUPER MODELS!

If you are creative, talented and hardworking, here is your chance to be part of one of the most exciting careers in the Retail Industry. We are looking for Visual Merchandisers and Creative Copy Writers to join our very talented Creative Team.

Visual Merchandisers

As a Visual Merchandiser you will help us increase sales by attracting customers through in store displays and layouts which will encourage them to remain longer in our stores, purchase more and have a positive retail experience so they will return again. To achieve this, you will have to be creative, commercial, hard working and have an awareness of social, political and economic trends.

You will be expected to manage and generally oversee the visual presentation of our store windows and in store product displays while liaising with our Buying team.

Creative Copy Writers

You will be a creative, commercial writer with a background in copy writing and creative conceptualizing. Experience in the advertising industry or any similar field will be a distinct advantage though not a must.

You will need to be fluent in English and will work on Advertising and Promotional material for both media and in store promotions. The right candidate should be young, energetic and have a passion to portray our brand as one of the most stylish, innovative and exciting retail stores in the world.

If you think you fit our profile and are looking for one of the most exciting and driven careers in the retail industry, all you need to do next is mail us your CV to careers@eodel.com or drop it off at our head office (Within 7 days) addressed to the Head of Human Resources, **Odel Ltd., No.475/32, Kotte Road, Rajagiriya.**

Please mark the position you are applying for on the top left corner of the envelope. We look forward to seeing you soon!

