



## Contact

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### LinkedIn

[Lahiru Lokuheeraluge](#)

### Date of Birth

1991.09.27

## Education

2017-2019

### Masters of Business Administration

University of Kelaniya, Sri Lanka

2010-2014

### BSc. Hons in Management - Second class honours

National Institute of Business

Management | University College Dublin

2010

### GCE Advanced Level - Commerce Stream

St. Peters College, Colombo 04

2008

### Dip. in Computer Studies

Gateway College - Colombo

## Professional Memberships & Affiliations

- Active Member – YoungShip Sri Lanka (2026)
- Alumni Member – MBA Alumni Association, University of Kelaniya

# LAHIRU NISHANTHA

Head Of Transport | Business Development Manager | Supply Chain & Logistics Specialist

### ABOUT ME

I am a highly motivated and results-driven Business Manager with a strong entrepreneurial mindset and extensive expertise in business management, transport operations, and supply chain management. I bring a proven ability to drive operational efficiency, develop strategic solutions, and lead high-performing teams to achieve business objectives and sustainable growth.

With close to 12 years of experience in the corporate B2B sector, including 5 years in managerial roles and 4 years of entrepreneurial experience, I bring a strong track record of driving operational efficiency, building high-performing teams, and implementing strategic solutions to achieve business objectives. My expertise spans supply chain management, distribution logistics, and client portfolio management, enabling me to optimize operational processes, enhance service delivery, and support sustainable business growth. I am experienced in aligning operational strategy with commercial goals to improve performance, profitability, and customer satisfaction.

## Experience

### 2025 - Present Head Of Transport Aitkenspence Logistics

Strategic and results-driven transport and logistics leader with extensive experience heading end-to-end transport operations and large-scale fleet management, with full P&L accountability. Proven ability to design and implement high-impact transport strategies that drive operational efficiency, cost optimization, and service excellence across complex logistics networks.

Experienced in leading large, multi-site transport functions, managing a fleet of 56 movers and 77 trailers, alongside workshop operations and a fully integrated 24-hour breakdown service to ensure maximum uptime and operational continuity.

A strong people leader with a track record of managing and developing teams of 150+ staff, fostering high-performance cultures, and strengthening operational discipline. Skilled in aligning transport and logistics strategies with broader business objectives, enabling scalable growth, improved profitability, and enhanced customer satisfaction.

Recognized for delivering continuous improvement through process optimization, KPI-driven performance management, and effective stakeholder engagement at senior leadership level.

- Provided strategic leadership for the Transport Division with full P&L accountability, driving revenue growth and cost optimization.
- Defined and executed transport and logistics strategies aligned with corporate objectives and long-term business growth.
- Led end-to-end fleet and transport operations, ensuring high service levels, operational efficiency, and scalability.
- Managed departmental financial performance, including budgeting, forecasting, and profitability improvement initiatives.
- Established performance frameworks, KPIs, and governance structures to enhance operational transparency and accountability.
- Directed contract negotiations and strategic partnerships with carriers, vendors, and logistics providers.
- Implemented cost reduction and process optimization initiatives across transport operations.
- Built and led high-performing management teams, driving leadership development and operational excellence.
- Collaborated with executive leadership, commercial, and supply chain teams to support market expansion and service capability.
- Drove innovation, digitalization, and operational transformation within transport and fleet management.

# Research Publication

L.L Nishantha, S.I Wijenayake (2016) "The Impact of Service Quality on Customer Satisfaction: An Empirical Study on Sea Consortium Lanka (pvt) Ltd., Sri Lanka" Logistics Conference Journal, -26th february 2016

## Interests

Avid animal lover  
Enthusiastic traveler  
4x4 vehicle enthusiast

## Skills

Strategic planning,  
Market research and analysis  
Lead generation  
Sales strategy and execution  
Relationship building and networking,  
Negotiation  
Client retention  
Account management  
Financial acumen & budgeting  
Team leadership  
Team development  
Effective communication  
Freight logistics

### 2021 - 2025

#### Head of Operations

Luckwo Ceylon Pvt Ltd

- Authorized distributor for Kotmale/Cargills Ceylon PLC, Keells/Crescent (Cold Chain Products).
- Managed supply chain operations including procurement, inventory control, warehousing, and distribution across Badulla and Mahiyanganaya regions.
- Serviced a portfolio of over 1000 customers/business sites with cold chain food products. Managed 48 Lorries as the total fleet.
- Established and optimized delivery schedules to ensure timely product distribution while reducing operational costs.
- Negotiated contracts with suppliers and logistics partners to improve service efficiency and reduce costs.

### 2019 - 2021

#### Head of Business Development

Venturit Inc Sri Lanka - Kandy, Sri Lanka

- Played a key strategic role in identifying new business opportunities and driving market penetration in the software solutions portfolio.
- Developed and implemented targeted business strategies to achieve an 8% year-over-year sales increase despite the COVID-19 pandemic.
- Managed supplier relations and coordinated supply chain processes to ensure consistent product availability and delivery timelines.
- Built and maintained strong business partnerships with healthcare providers, streamlining procurement processes.

### 2019 - 2019

#### Business Development Manager

Lavinto Holdings - Colombo, Sri Lanka

- Identified and developed new business opportunities to drive revenue growth.
- Built and maintained strong client and partner relationships.
- Managed the full sales cycle from lead generation to closing deals.
- Conducted market research and competitor analysis to support business strategy.
- Prepared and delivered sales proposals and presentations to clients.
- Negotiated contracts and commercial agreements.
- Collaborated with sales, marketing, and operations teams to achieve targets.
- Tracked sales performance and pipeline using CRM systems.

### 2018 - 2019

#### Senior Executive Operations & Marketing

Simatech Marine Lanka (Pvt) Ltd

- Coordinated vessel arrival and departure operations in compliance with port regulations.
- Monitored vessel schedules and berth planning to ensure efficient port operations.
- Communicated with shipping lines, port authorities, agents, and terminal operators to manage vessel activities.
- Prepared and verified shipping documentation, including manifests and operational reports.
- Tracked cargo loading and unloading progress to maintain schedule accuracy.
- Managed operational updates and delay notifications to internal teams and clients.
- Maintained accurate vessel operation records and daily activity reports.
- Ensured compliance with maritime safety procedures and port regulations.
- Assisted in resolving operational issues related to vessel movement and cargo handling.

- Main coordinator with the Colombo Terminals (SAGT/ JCT/ CICT) for berthing & sailing schedules and ensured on-time berthing and sailing of cargo vessels.
- Handled end to end documentation and customs, immigrations & port clearance of offloaded cargo
- Implemented process improvements

## 2016 - 2018 Executive Operations & Marketing

Simatech Marine Lanka (Pvt) Ltd

- Managed vendor relationships, conducted vessel planning and container optimization
- Handled end to end documentation and customs, immigrations & port clearance of offloaded cargo
- Assisted in arranging berthing & sailing schedules and ensuring on-time berthing and sailing of cargo vessels.

## 2013 - 2016 Junior Executive Operations

Sea Consortium Lanka (Pvt) Ltd

- Assisted in vessel planning and container optimization
- Handled inbound & outbound documentation
- Assisted in arranging berthing & sailing schedules and ensuring on-time berthing and sailing of cargo vessels.

## 2012 - 2013 Management Trainee

Sea Consortium Lanka (Pvt) Ltd

- Provided support in vessel planning and documentation.
- Gained hands-on experience in freight forwarder logistics operations.

## 2011 - 2012 Intern

Government Factory Kolonnawa

- Assisted in inventory management and procurement processes.

## References

### Rohan Joseph

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Agent for Feedertech Pte Ltd  
Singapore)  
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### Shanika Wijenayake

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### P.Vivek

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Badulla  
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### Prof. Ruwan Ranasinghe

Deputy Minister of Tourism  
Telephone: 0552230004  
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I hereby declare that the information provided is true and correct.

