

ST APPOINTMENTS

MAKING OPPORTUNITIES KNOCK ON YOUR DOOR

Winner or Loser: It's Up to You

Whether you succeed or fail or win or lose is completely dependent upon the decisions we make every day. Most of the decisions are quite small and ordinary but when added together determine our future.

The same fate can befall two people but winners will react one way and losers another. It isn't the outside force that turns people into a winner or a loser. It is the inside force.

Everyone has problems but people who are winners look for ways to solve the problems while losers

look for someone or some act to blame. Instead of wasting energy looking for a scapegoat, look for an answer. Winners overcome their obstacles by looking for opportunities.

When something goes wrong it is easy (sometimes too easy) to wallow in self-pity. Losers will always ask "Why did this happen to me?" Winners, however, will always ask "Now what should I do?"

Winners are self-confident people who allow a positive attitude to turn a tragedy into a triumph.

One evening as my hus-

band and I were getting ready to go to sleep, I was worrying about something related to an upcoming program. In an effort to gain sympathy, I said that I was going to be all night worrying about the problem. My husband simply replied "If you think that will help." That remark changed me from thinking like a loser to thinking like a winner.

Do not waste your time worrying. Winners never do. Worry solves nothing. Losers worry. Winners make decisions about fixing the problem.

Thomas Edison said "I haven't failed. I have found 10,000 ways that don't work."

Do you think he would have accomplished what he did if he worried about failure? Winners never worry about failure. As Henry Ford put it, "Failure just an opportunity to begin again more intelligently." Losers see walls through which you cannot pass but winners see doors that lead to success.

Your life is all up to you. Make it the best it can be. You owe it to yourself, your family and your clients.

How to handle...

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19. Never make clients wait longer than five minutes to see you. Their time is just as valuable as yours.
20. Bill monthly and with detail. Show that there was effort in the work you performed. Consider writing a short note on each bill.
21. Write a little "no-activity" note to clients whose matter had not been worked on in 90 days.

22. It is important to communicate with clients regularly. Send clients copies of all correspondence related to their case.
23. Call at least one client a week for no reason other than to touch base. Do not charge for the call and let them know that you are not charging for the call.
24. Be available. Let your clients know that you will call them at home if you will be out all day. If

- you work on the weekends, you may want to set some time to talk with clients. You have to make a decision as to whether or not you want to allow clients to call you at home. This is a very personal decision. You might want to have a separate line installed at home that will be just for clients to contact you during "nonbusiness" hours.
25. Always say thank you. -msba.org

LEAD!

"Sapugaskanda Oil Refinery Expansion and Modernisation Project"

- SOREM -

PROJECT DIRECTOR

— on 2 year renewable contract. —

Against the back drop of an increasingly competitive market, The Ceylon Petroleum Corporation (CPC) continues to develop its market position and is currently in the process of expanding the Sapugaskanda Refinery, from its present production capacity to 100,000 barrels per stream day, with Bottom Upgrading Facility and to meet EURO V PRODUCT standards.

The SOREM, combining the refinery's unique architectural heritage with the most modern facilities and designs into one of Sri Lanka's most important petroleum interchanges, will give Sri Lanka Flagship for its revitalized network and seeks a *Dynamic, Commercially Astute Go Getter* with proven ability to be responsible for the leadership of this major capital investment project which will contribute to the strategic growth goals of the Company.

The key requirements of this position is for the overall management and control of the project from award of contracts to completion as per schedule, quality & cost and a seamless handover to the Company's Operations Department and orchestrate proper closeout of the project. You will proactively take appropriate mitigation or recovery actions against adverse quality, budget and schedule deviations, through good governance processes and ensure robust risk management practices are implemented and delivery of a fully commissioned and technically compliant installation with all related documentation as per internal and external requirements.

The Opportunity

- A pivotal role reporting to the Chairman, you will lead and co-ordinate the work of a range of multidisciplinary professionals to establish the framework that will govern the project, which includes the EPC contractor, Governmental and Non Governmental organisations for obtaining the necessary licences and permits required for the successful implementation and execution of the project.
- Monitor the completion of all components of the project to ensure that the project is completed within the given time frame.
- Design and implement a project office with necessary infrastructure and manpower to deliver the full range of operational support and security services through in-house teams or outsourced partners.
- Devise and negotiate the operations architecture and supporting contractual agreements; land acquisition and preparation of site which involves diversion of road ways and public utilities, incorporating related health and safety requirements.
- Working closely and reviewing progress with construction management, you will take total responsibility for the technical and financial resolutions; legal, security and management aspects associated with the SOREM

The Person

- Basic Degree in Engineering or Science with a Post Graduate qualification in Project Management from a leading and reputed institution,
- A significant depth of project management experience of over 15 years, of which at least 5 years in a senior managerial capacity in a large scale project in the petrochemical / petroleum industry.

There is a strong influencing element to this role in order to establish effective relationships at all levels both locally and overseas, and your understanding of core functional areas as stated above is essential. Leadership skills should be combined with self-confidence and a people oriented management style.

An Attractive remuneration package, above industry standard, with company car, a furnished vehicle and fully furnished residence commensurate with qualifications and experience will be an offer to the selected candidate.

If this above challenges you, please forward your complete resume with contact details of two non-related referees to reach us within 30 days of this advertisement, quoting MSL reference no 6079 in your application and on the envelope.

MSL Management Systems Ltd.
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 E mail: msl@msl.lk Fax: 831018

POST OF CHIEF EXECUTIVE OFFICER

We are a public listed Group of Companies whose subsidiaries are market leaders in their respective fields.

A vacancy has arisen for a Chief Executive Officer, at Board level, in one of our subsidiaries which is a leader in its field of activity with an annual group turnover in excess of Rs. 5 Billion. The position will suit a person with a MBA or professional qualification in General Management and Finance with exposure to managing a large organisation.

This senior management position requires a candidate with dynamic managerial skills to interact effectively at all levels of management combined with strong leadership and communication abilities.

He will lead a multi disciplinary managerial team in spearheading the company's strategic growth and ensure effective functioning of all key company operations.

The position also involves:

- The formulation and implementation of appropriate corporate strategies
- Liaison with Banks, International Lending Institutions, State Ministries and other Statutory Organisations
- Budgetary control and overall monitoring of the activities and performances of the individual business units

Remuneration and perquisites will be fully representative of the responsibility and seniority of the post.

Please forward your CVs, along with details of two non related referees to P.O. Box 802, Colombo by the 18th of August 2008.

POST OF CHIEF FINANCIAL OFFICER

This senior level appointment represents an exceptional opportunity for an ambitious individual who is professionally qualified (ACA/CIMA/ACCA) and possess at least 5 years experience in a large mercantile organization at a senior level. The ideal candidate will be one who wishes to forge a career with a dynamic organization that will offer tremendous future career opportunities.

The selected candidate will be responsible for:

- Overall administration of the Finance Division
- All external reporting and consolidation of all group accounts
- Strategic planning, preparation of budgets and project analysis for corporate management
- Implementing improvements to corporate reporting procedures
- Ability to liaise closely with Banks, Financial Institutions and Statutory Authorities
- Co-ordinate with External Auditors to meet regulatory deadlines

Exposure to a fully computerised environment including computer accounting and management information systems is essential.

The successful candidate will receive an attractive and negotiable remuneration package inclusive of a company maintained vehicle.

Please forward your CVs, along with details of two non related referees to P.O. Box 802, Colombo by the 15th of August 2008.

MSL Management Systems Ltd.