

# Tiranján Bulankulame, Strategy Officer

Toronto, M5J 2S2, ON, +1 416 361 3089 Mobile: +1 647 472 6447, tiranjanb@boardpac.co

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## SUMMARY

Accomplished Chief Strategy Officer with over 15 years of experience in strategic planning, business development, and financial management. Adept at identifying growth opportunities, cultivating strategic partnerships, and driving revenue generation. Proven ability to develop and execute business plans, conduct market analysis, and lead cross-functional teams. Successfully increased market share by 55% at IronOne Technologies. Skilled in risk management, compliance, and performance monitoring. Aiming to leverage expertise to drive strategic initiatives and achieve organizational goals.

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## WORK EXPERIENCE

05/2024 – Present

**Chief Strategy Officer, BoardPAC Inc. & IronOne Technologies LLC**

Toronto, Canada

- Championed the company's vision by effectively communicating strategic plans across all levels of the organization.
- Conducted comprehensive market analysis to identify changes in share dynamics and production needs.
- Uncovered significant projects, potential ventures, and partnership opportunities.
- Established metrics and performance indicators to measure progress and success consistently.
- Spearheaded the development of detailed strategic business plans in alignment with the organization's mission and vision, identifying opportunities for growth and innovation in healthcare service delivery.
- Pioneered business development initiatives by cultivating strategic partnerships with healthcare providers, government entities, NGOs, and other key stakeholders, negotiating agreements to expand programs and services.
- Executed thorough market research to identify emerging trends and competitive landscapes while utilizing data-driven insights to enhance decision-making and resource allocation.
- Orchestrated revenue generation strategies in collaboration with leadership, securing funding from grants, donors, and fostering relationships with philanthropic partners.
- Devised new programs and initiatives in partnership with internal teams to address unmet healthcare needs and advance the organization's mission.
- Streamlined performance monitoring processes to establish relevant KPIs, analyzed performance data, and provided recommendations for optimization.
- Oversaw compliance and risk management efforts by collaborating with internal teams to ensure adherence to regulatory requirements and ethical standards.

12/2014 – Present

**Chief Executive Officer/Director, Layer 7 Innovations (Pvt) Ltd & Layer 7 Innovations Inc.** Toronto, Canada

- Orchestrated market expansion strategies, brand projection, and client acquisition initiatives while ensuring the business development team maintained brand awareness.
- Balanced time effectively between forward-looking activities and monitoring current operational plans, dedicating time to staff engagement through clear communication.
- Cultivated effective collaboration with department heads to delegate responsibilities and enhance operational efficiency, ensuring smooth integration with finance, operations, and technology teams.
- Secured accreditation from Business Development Canada for the Scientific Research & Experimental Development (SR&ED) tax credit program, supporting R&D initiatives.
- Founded SHOPNDROP, an innovative platform for service delivery and customer engagement.
- Negotiated and sanctioned contracts with vendors, suppliers, and governmental agencies to facilitate efficient business operations.
- Directed market research studies to assess customer demands, creating actionable plans to tailor services and products accordingly.
- Achieved annual sales of US\$1M for the company, successfully onboarding notable clients including Web Financial Group SA and Hatton National Bank PLC.

03/2016 – 05/2020

**Non-Executive Director/Chairman of Audit Committee, Sinhaputhra Finance PLC** Kandy

- Led the Audit Committee, enhancing governance and performance while providing strategic direction to the Board of Directors.
- Facilitated all meetings of the Audit Committee, ensuring comprehensive discussion and decision-making processes.
- Advised the Co-Chairs and the Managing Director on matters related to the Audit Committee, serving as a key liaison and spokesperson.
- Set the agenda for Audit Committee meetings, ensuring alignment with strategic priorities.
- Assisted the Audit Committee in fulfilling its responsibilities while ensuring timely distribution of information to the Board of Directors.
- Directed the company's Internal Audit Firm focusing on the security of Big Data through advanced digital forensics methods, enhancing regulatory compliance and reporting.
- Took a leadership role in designing and implementing dashboards for digital forensics analysis, providing insights into operational integrity.
- Formulated the scope and mission of the Internal Audit Plan with the Internal Audit Committee, providing guidelines for the internal auditors.

06/2017 – 12/2018

**Chief Executive Officer/Director, Sim Lab IT Lanka (Pvt) Ltd HQ** Colombo, Sri Lanka

- Drove the company's vision and ensured alignment with operational plans for the fiscal year, optimizing focus on strategic goals and stakeholder benefits.
- Balanced administrative duties with forward-looking strategies, fostering high staff engagement for effective execution of business plans.
- Developed annual operating plans aligned with strategic direction established by the board, correlated with operating budgets.
- Collaborated with finance and senior management to meet annual business objectives while ensuring legal compliance and regulatory adherence.
- Led efforts to articulate the company vision and devise necessary strategies and tactics for long-term growth.
- Initiated measures to anticipate future industry trends in products and services, ensuring readiness for growth opportunities.
- Managed strategies to secure the company's financial health through investment and expansion opportunities.
- Presented the company's mission, programs, and services positively to all relevant stakeholders and the public.
- Nurtured future leadership talent and management capabilities within the organization.
- Provided strategic support in closing key sales opportunities and fostering vital supplier relationships.

06/2016 – 06/2017

**Senior Financial Consultant, MI HCM ASIA Sdn Bhd.** Colombo

- Collaborated closely with the CEO to develop an effective strategy for launching HCM Cloud HRIS software in the APAC and African markets.
- Advised on strategic consulting, including business plan formulation and go-to-market strategy development in Sri Lanka.
- Facilitated the establishment of legal entities in Thailand, Singapore, Australia, South Africa, and UAE for the launch and resale of HCM Cloud software.
- Partnered with strategic firms, including Crowe Howath, KPMG, and Deloitte, to leverage their expertise across the APAC region.
- Executed all responsibilities associated with CFO duties, focusing on finance leadership, contract negotiations abroad, risk identification, and mitigation strategy development, including architecting a business plan for HCM Cloud and initiating a cloud-based account with Microsoft HQ in Singapore.

10/2010 – 01/2016	<b>VP Stock Market Solutions, IronOne Technologies Inc.</b>	Austin, Texas
	<ul style="list-style-type: none"> <li>• Developed a comprehensive turnaround strategy in collaboration with the CEO.</li> <li>• Engaged in strategic consulting, including business plan formulation and sales strategy development.</li> <li>• Streamlined processes for acquiring new businesses, operational setup, and strategic growth of large brokers and banks, enhancing corporate governance and risk management frameworks.</li> <li>• Spearheaded the successful Delivery Vs. Payment project at the Colombo Stock Exchange, integrating client and server-side solutions efficiently.</li> <li>• Under my leadership, the ATRAD system increased market share substantially, soaring from 10% to 65% within the stock broker clientele market on the CSE.</li> <li>• Established key partnerships with Millennium IT of LSEG, positioning ATRAD as a global solution offered to stock exchanges internationally that were implemented by LSEG.</li> <li>• Strategized domain upgrades for ATRAD leading to the launch of the Next Generation ATRAD solution.</li> </ul>	
10/2009 – 09/2010	<b>Financial Controller, Butterfield &amp; Robinson Inc.</b>	Toronto, Canada
	<ul style="list-style-type: none"> <li>• Coordinated and prepared consolidated monthly and annual financial statements and cash flows, ensuring accurate accounting treatments for unique items and recommending methods and procedures.</li> <li>• Oversaw the division's turnaround during the sub-prime debt crisis, focusing on compliance, financial stability, audit integrity, and productivity enhancements, implementing SOX 404 for IT.</li> <li>• Managed monthly accounting operations for accuracy through meticulous account analysis review.</li> <li>• Streamlined the treasury function for cash management, optimizing the management of various currencies (Euro, CAD, and USD) for the company's benefit.</li> <li>• Structured and implemented the trip accrual process, overseeing its maintenance monthly ensuring accuracy and accountability.</li> <li>• Prepared comprehensive client assistance packages for year-end external audits, including working papers and continuity schedules.</li> <li>• Directed the month-end process in coordination with accounting teams based in Toronto and France, ensuring timely and accurate reporting.</li> <li>• Generated budget variance reports and reviewed key financial indicators with operational heads each month.</li> <li>• Executed investment strategies using derivatives and option strategies to mitigate FOREX risk associated with overseas stakeholder contracts.</li> </ul>	
01/2008 – 09/2009	<b>Senior Accountant, Butterfield &amp; Robinson Inc.</b>	Toronto, Canada
06/2005 – 12/2007	<b>General Accountant, Affinia Group Corp., (Brake Parts Manufacturing Co.)</b>	Toronto, Canada
02/2005 – 06/2005	<b>Accounting Manager, Certicom Corp.</b>	Mississauga, Canada
10/1999 – 04/2004	<b>Head Office Finance Manager, John Keells Hotels</b>	Colombo

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## EDUCATION

01/1994 – 12/1997	<b>Dominican University B.Sc., Accounting and Business Administration (Major in Finance.)</b>	Chicago, USA
	<ul style="list-style-type: none"> <li>• GPA 3.1/4.0</li> </ul>	

06/2006 – 2010

Certified Management Accountants Canada  
CMA (Certified Management Accountants), Passed Finalist

Toronto, Canada

01/1985 – 12/1989

Association of Accounting Technicians UK  
AAT (Association of Accounting Technicians)

Colombo, UK

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SKILLS

Financial Analysis	Financial Reporting
Budgeting	Financial Planning
Cash Flow Analysis	Working Capital Analysis
Fixed Asset Controls	Internal Audit
Internal Controls	Reconciliations
Budget Variance Analysis	Corrective Action
Derivatives Trading	Strategic Risk Management
Strategic Thinking	Formulating Business Plans
SAP ERP	GPS (Great Plains Software)
J D Edwards software system	Microsoft Word
Microsoft Excel	Hyperion
Essbase	COGNOS
Microsoft Outlook	Word
Power Point	CRM
E-Commerce	SOX 404
Digital data forensics	Project Management
Communication	Interpersonal Skills
Leadership	Negotiation
Strategic Planning	Business Development
Market Analysis	Revenue Generation
Program Development	Performance Monitoring
Risk Management	Team Leadership

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LANGUAGES

English (Strong command) . .

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REFERENCES

Ms. Lakmini Wijesundera CEO/Director Asia Pacific, IRONONE TECHNOLOGIES LLC	Lakmini.wijesundera@irononetech.com +94 777 395 325
Mr. Scott Wilkinson Head Canada Business Development, Broadridge	Scott.Wilkinson@broadridge.com
Mr. Jayantissa Kehelpannala Executive Vice President Sector Head, Resort Hotels – Sri Lanka, JOHN KEELLS HOLDINGS PLC	kehel@cinnamonhotels.com +94 71 775 6856