



# DANANJAYA HETTIARACHCHI

MBA (AUS) – PGD HRD (UK) – B.BUS (MKT & MGT) – PROF DIP MKT (CIM,UK)



WORLD CHAMPION OF PUBLIC SPEAKING

COMMUNICATE · CONNECT · **INSPIRE**

WWW.ISEESOMETHINGINYOU.COM

## ABOUT DANANJAYA

By profession, Dananjaya is a Human Resource Development Specialist and a student of the spoken word. For over a decade he has partnered with global organisations to design and implement Learning & Development Interventions that focus on rapid competency building. As an engaging keynote speaker Dananjaya empowers his audience by helping them break down and challenge traditional thinking patterns in the areas of Success, Communication and Positive Mental Attitude.

Working and speaking across five continents, Dananjaya helps Brands, Leaders and Professionals build deeper and meaningful relationships with their clientele through structured Communication based training, consulting and coaching interventions.

In 2014, Dananjaya was ranked as the World Champion of Public Speaking by Toastmasters International, which is recognised to be the world's leading authority in Public Speaking and Communication, triumphing over 33,000 contestants from 120 countries across the world. He remains the first and the only Asian representing an Asian Toastmaster District to win this title in the 75-Year History of the contest. Dananjaya's winning speech was rated amongst the Most talked-about speeches of 2014" by Fortune magazine, alongside Nobel Peace Prize Winner Malala Yousafzai's acceptance speech & Facebook COO, Sheryl Sandberg's speech delivered at Harvard University.



### PAUL BOLT

Director SMB at **Microsoft UK**

"What a top guy. Funny and compassionate. Highly recommended, great lessons learned and more importantly – retained!"



### RODRICK MOORE

Area Manager at **DuPont USA**

"Dan commanded attention while not being forceful. His excellent points, supporting stories, and audience demonstration made a big impression for taking myself to the next level."

FEATURED EXPERT IN

**BUSINESS  
INSIDER**



BUSINESS INSIDER

STRATEGY

**5 Presentation Tips From The World Champion Of Public Speaking**

STRATEGY

**A world champion public speaker says introverts often make better speakers than extroverts**

STRATEGY

**A world champion public speaker gave us his top 3 presentation tips**

STRATEGY

**A world champion speaker shares his best tips for beating your fear of public speaking**



## HRD Specialist

Dananjaya started his career at Virtusa Inc. A NASDAQ Listed Information Technology (IT) Organization that has over 20,000 employees across the US, Europe and Asia. As an HRD specialist, he pioneered multiple employee engagement, competency development, performance prediction, and performance management interventions. He went on to head the Human Resource Development function at Aeternum Inc. A US-based IT organisation. In 2010 Dananjaya started his own consulting firm, Standard & Stellar Consulting. Today he and his team supports large-scale national HRD infrastructure projects as well as public and private sector organisations in leveraging their human resource value proposition through targeted development programmes.

## Design World Class Training Interventions

HRD VALUE PROPOSITION



**01** Design World Class Training Interventions



**02** Build Targeted Coaching Programmes



**03** Top Talent Development Initiatives



**04** Competency - Skill Audits



**05** Training & Development Infrastructure



**06** Training Content and Material Development



**10,000+**  
Hours of Stage Time



Keynotes in over  
**20 countries**



**Fortune Magazine**  
Most Talked about Speeches



**1.6 Million**  
Views on Youtube

## Keynote at your next Corporate Event



**SANJEEV PALIHAWADANA**  
Vice President at **Virtusa,**  
USA

"Dananjaya did a fantastic job in setting up a selection process and assessment center. Very good HRD professional, speaker, and a man of many talents."



**RUWINDHU PEIRIS**  
Managing Director at **Stax Inc.**  
Sri Lanka

"Dananjaya added a great amount of energy and drive to the Virtusa BFSI team and was instrumental in helping a create a high performance culture."

## Motivational Keynote Speaker

As a speaker, Dananjaya works with leading conference organisers and corporates to deliver both inspirational and competency based keynotes.



**AMY JENKINS**  
Chief Operating Officer at **Education Elements**  
USA

"He kicked off our event and exceeded our expectations. Everyone hung on his every word, repeated lines and lessons, and talked about how much they loved the actual delivery of the speech - he had them all spellbound. Now a month later I still hear from the audience how impactful he was."

Combining deep and meaningful insights from his work as well as his 10-year journey to mastering one of the biggest fears in the world, Dananjaya shares an unconventional yet practical body of knowledge to empower his audience. Challenging them to rethink their approach to Personal Development, Sales, Communication and Positive mental attitude.





## MONICA EINEGREN

Project Coordinator **Volvo Car Group**  
Sweden

"Dananjaya is an outstanding storyteller. He gave proof of genuine authenticity and remarkable connection with the audience. The workshop was great learning on multiple levels. It was hands on practical, analytical, educational, transformational."

## Workshops and Trainings

Through his workshops and seminars, Dananjaya works with a wide array of organisations to help them leverage communication and interpersonal skills in Sales, Customer Service, and Leadership.

Some of his key clients which include HSBC, Standard Chartered and American Insurance have used his in-depth understanding of Communication to help their sales and service teams better connect with their customers.

Empower Your Team .....

### KEY PROGRAMMES



Email Dananjaya : [info@danjh.com](mailto:info@danjh.com)

## EXECUTIVE COACHING INTERVENTIONS

01 PERSUADE WITH **POWER**

02 ENGAGE YOUR **AUDIENCE**

03 INCREASE YOUR **SPEAKING IMPACT**

04 ENHANCE YOUR **TRAINING**

05 BUILD WORLD CLASS **CONTENT**

## Executive Coach

- Dananjaya works with Leaders. Sales Teams, Educators, Speakers & Trainers to help them Craft and Deliver compelling stories, allowing them to engage clients with purpose and clarity.
- He empowers leaders to shine on Global Platforms by helping them communicate their compelling vision.
- Works with Sales teams to craft stories that sell their value proposition.
- Upskill Educators, Trainers, Teachers & Speakers to improve audience engagement.

One on One Learning  
.....Maximize Your Results

**DR. THOMAS ROSE**

Senior Consulting Manager  
at **Deutsche Postbank, Germany**

"As Elvis Presley is the superstar of Rock 'n Roll, Dananjaya is the superstar of Public Speaking. I had the pleasure to attend both, a keynote and a rockin' seminar in Borås, Sweden, in 2015. At both times Dananjaya transformed the audience under my very nose."

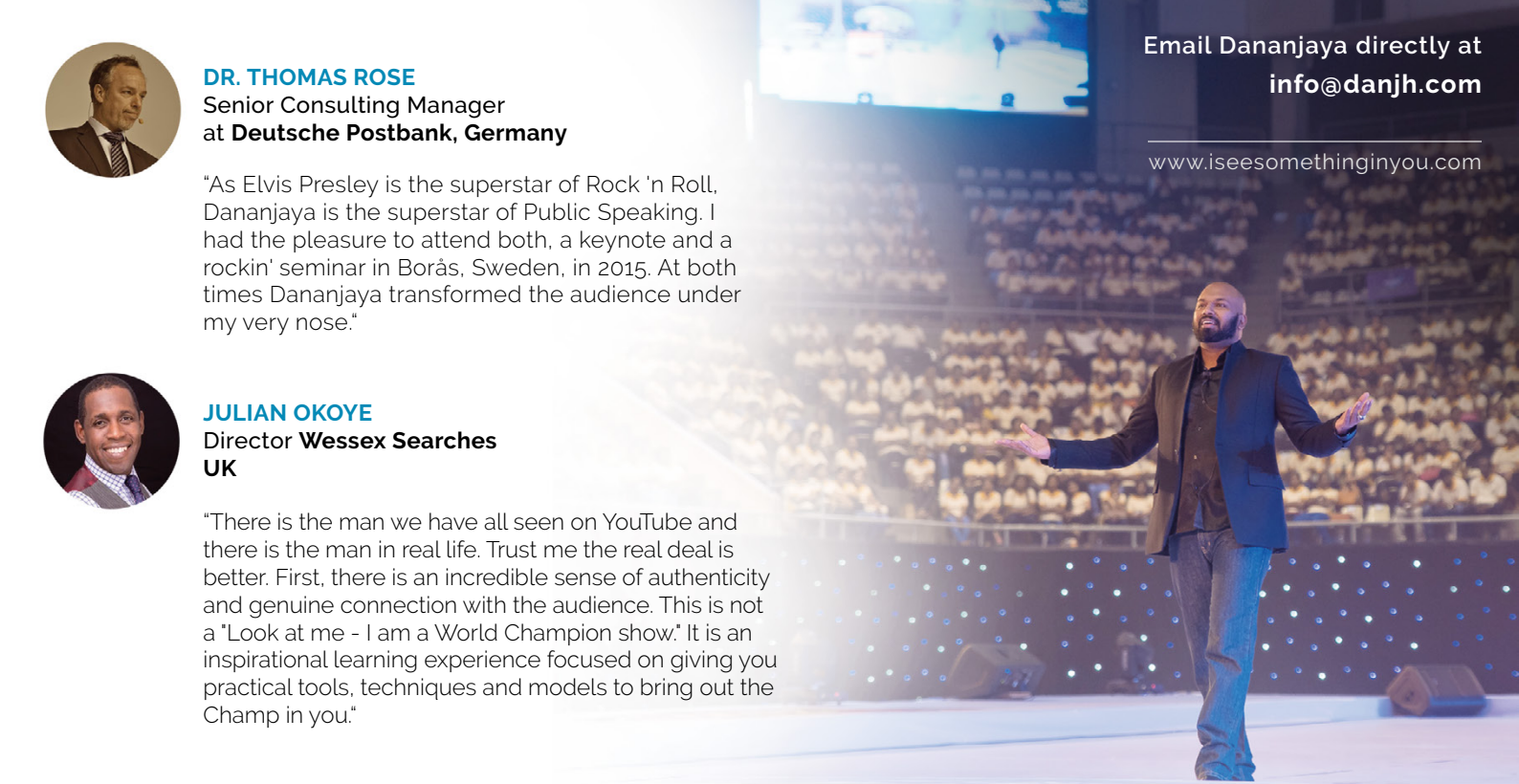
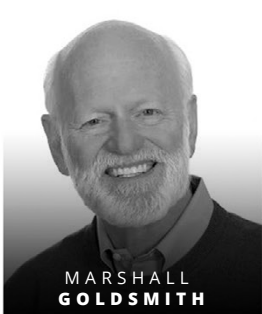
**JULIAN OKOYE**

Director **Wessex Searches**  
**UK**

"There is the man we have all seen on YouTube and there is the man in real life. Trust me the real deal is better. First, there is an incredible sense of authenticity and genuine connection with the audience. This is not a "Look at me - I am a World Champion show." It is an inspirational learning experience focused on giving you practical tools, techniques and models to bring out the Champ in you."

Email Dananjaya directly at  
**info@danjh.com**

[www.iseesomethinginyou.com](http://www.iseesomethinginyou.com)

**JOHN KING****MARSHALL  
GOLDSMITH****SEAN  
FITZPATRICK****DANANJAYA  
HETTIARACHCHI****PIERLUIGI  
COLLINA****KEVIN  
GASKELL**

## LEADERS WORTH FOLLOWING

INTERNATIONAL BUSINESS FORUM

LEARN MORE : [WWW.IBF.GE](http://WWW.IBF.GE) | [FACEBOOK.COM/PROSPECT.GE](https://FACEBOOK.COM/PROSPECT.GE)

## 2 DAYS / 6 SPEAKERS

EUPHORIA HOTEL BATUMI, **GEORGIA**  
22-23 MAY - 2017

# 6

**WAYS TO  
ENGAGE**

# 98

CLIENT APPROVAL

# 95

RE-HIRE RATE

**4-STEP SALES MASTERCLASS**

Improve sales performance through a 4-STEP approach with practical techniques to influence customers and convert leads into sales. The programme explores techniques based on leading communication and interpersonal psychology that allows you to be a better negotiator and influencer.

**SPEAK LIKE A PRO**

Learn the seven steps to ace any boardroom or client presentation. This flagship programme coaches participants through leading techniques in persuasive communication and interactive presentations.

**EXECUTIVE COACHING**

Dananjaya's Coaching programs are customized to give you the result you desire. Close more sales leads, Master keynotes and sales pitches, and enhance your interpersonal and persuasive skills. Each coaching programme will allow you to immerse yourself in an intensive, results based learning experience.

**INTERPERSONAL COMMUNICATION**

Master the art of conversation, influencing and persuasion on an interpersonal level that would help you build relationships and increase your sphere of influence.

**MOTIVATIONAL SEMINARS**

Get your staff motivated to reach greater heights. Dananjaya has delivered over 200 Motivational and Competency based seminars. His domain knowledge combined with his stagecraft has consistently resulted in interactive and energetic sessions.

**KEYNOTE SPEECHES**

Listen to a World Champion Speaker engage the audience. Dananjaya uses his conversational style of speaking to share practical and applicable tips, tricks and techniques that resulted in increased event participation and overall engagement. His keynotes challenge traditional thinking patterns and focus on unlearning as a foundation for accelerated growth.