

COACHING
RUNWAY 

COMPANY PROFILE

coachingrunway.com

“Fixed mindset
worries in the nest
and the growth mindset
dances on the edge.”

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TRANSFORMING HUMAN MINDS WITH GROWTH MINDSET

When Poojitha Rajapakse left the Microsoft Corporation, the transformative tech giant from Redmond City United States after 12 years in 2017, he had already set vision of his next mission and conceptualized his next journey in his mind: taking coaching and mentoring beyond Sri Lanka.

Since his early working days, Poojitha had been helping people around him to realize their full potential by harnessing his inner capabilities of coaching and mentoring. His deep passion to work with people have made him realize that true potential of humans can be unearthed using coaching techniques rather than putting stress only on performance measurement processes. He has been always inspired by Growth Mindset, an elemental concept in coaching and mentoring where it describes the underlying beliefs people have about learning and intelligence and challenges your fixed mindset.



At home, Poojitha searched for coaching and mentoring platforms in Sri Lanka that transpires around Growth Mindset. Although there were a lot of local counselling, coaching and mentoring platforms online, what interested Poojitha greatly was that none of these online programmes specialized in Growth Mindset. Since it was not too late to start something unique (even if the year is 2017), Poojitha was determined to start an online coaching and mentoring platform, transform a person's mindset from fixed to growth and lead Sri Lankans to increased motivation and achievement in their respective fields.

And Coaching Runway was born!

OUR VISION

01.Transform people to become extraordinary human beings by empowering them to harness their own true potential within themselves.

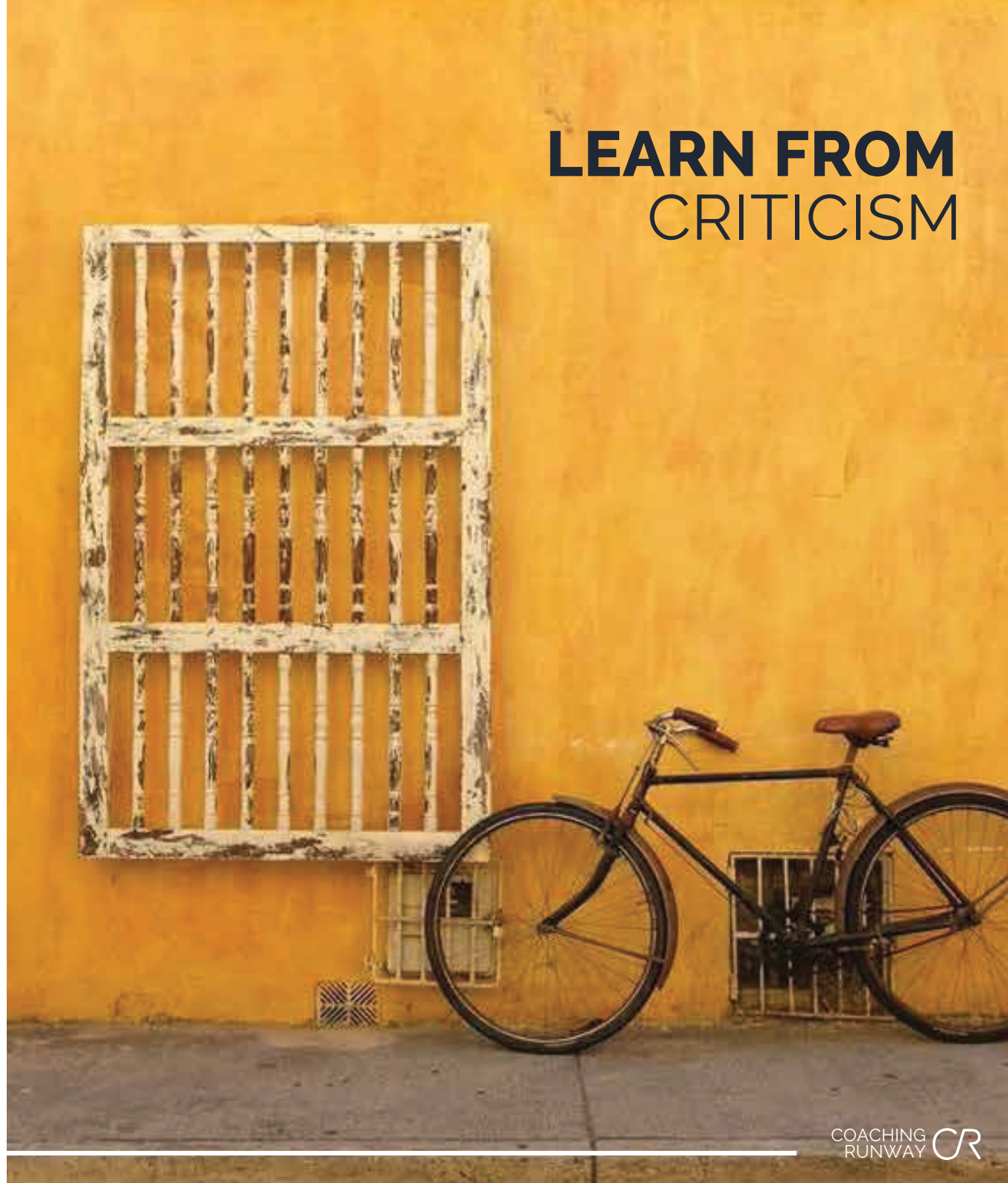
02.Be the most sought-after thought leader with the capacity to provide a 360 degree vision of growth mindset for governments and various business verticals.

03.Be the catalyst to instill entrepreneurship at every level of education in order to drive economic growth and development

LEARN FROM CRITICISM

Through carefully-vetted, methodical personal and organizational coaching and mentoring programmes, we believe greatly that we can develop future generations of motivated Sri Lankans and reach many people beyond Sri Lanka as well, who constantly get inspired by unfaltering growth and learning. People have their own theories about their intelligence and these different theories have a significant impact on their motivation, effort, and approach to challenges. Leveraging the best of Growth Mindset, Coaching Runway can lead Sri Lankans to a desire of learning and therefore prepare them strongly to embrace challenges, find lessons and inspiration in the success of others, learn from criticism and prepare Sri Lankans to continue obstinately in the face of setbacks as well as develop them to visualize effort as the path to proficiency.

Regardless of how we are structured as a platform, our goal is to position Coaching Runway as the online champion for coaching and mentoring Sri Lankan individuals and corporates, backed with Growth Mindset component. Let's begin your journey of growth with Coaching Runway today!



Coaching & Mentoring

Help you gain perspective of the bigger picture and achieve your life goals by understanding yourself; by facilitating a relationship that gives you a sounding board when you are confused, and empowering when you reach for the stars.

WHAT WE DO

Sales Leadership

Create positive behavioral changes using a coaching framework to reap the fullest potential of sales leaders where the teams they manage will be supported with coaching practice for an exponential sales and business growth.

People Transition

From a personal and business context, using the basis of the growth mindset to help individuals move towards the next level in their career while assisting organizations fill their talent gaps with the perfect fit for their requirement. We use a people-centric model to identify and harness the capabilities of high potential individuals.



ABOUT POOJITHA RAJAPAKSHE

There is a relatively small segment of leaders in the business world of Sri Lanka; individuals who seem able to motivate people, coach and mentor almost anyone — whether it is individual or corporate, build relationships with great faith and trust and motivating forward momentum to 'get things done.'

Poojitha Rajapakse is one of those people, and delivering results and 'getting things done' through personal and organizational coaching and mentoring with an immense passion for nurturing 'growth mindset' among Sri Lankans — as a leader who has excelled his versatility and skillfulness across different business sectors, is what he is all about. With an enthusiastic and genuinely friendly attitude, Poojitha radiates a sincere passion for delivering value and benefits to his customers.

Known in the Sri Lankan ICT fraternity as a visionary leader, Poojitha earned his Masters' in Business Administration at the University of Southern Queensland in 2006 after being qualified from the Sri Lanka Institute of Marketers (SLIM) as a professional marketer. He started his career at Metropolitan Communications Limited and his passion to become a leader got elevated when he was hired by Kingslake Engineering Systems in 2000 to provide sales leadership to popularize a portfolio of application software among leading business verticals.

After spending five years at Kingslake, he made the life-changing decision of his professional career to make a larger, positive impact in Sri Lanka's growing ICT landscape by joining the local office of Microsoft — one of the world's biggest tech giants. As the lead member of the Enterprise Group Account team, he was able to deliver 60% of total Enterprise Group Account target by giving unmatched account leadership in Telecom Sector. After that, Poojitha's career quickly accelerated over the next 12 years to the executive level, and has expanded far beyond managing different industry verticals to being the interface between Microsoft Sri Lanka and the Sri Lankan Government to provide leadership on technology, citizenship, education and compliance.

Throughout his career, Poojitha has repeatedly proved his ability to lead through diverse and challenging situations and known among his colleagues as a great coach and mentor. Today, he is seeking his next opportunity to bring a real change about coaching and mentoring in Sri Lanka.

As the Founder and Coach of Coaching Runway, he believes greatly that he can develop future generations of motivated Sri Lankans who constantly get inspired by unfaltering growth and learning. Leveraging the best of Growth Mindset, Poojitha looks forward to lead Sri Lankans to a desire of learning and therefore prepare them strongly to embrace challenges, find lessons and inspiration in the success of others, learn from criticism and prepare all of us to continue determinedly in the face of hinder.

It is tough to put Poojitha's skills in a 'box' but what is absolutely clear is that he has a great deal of value to offer the right individual or the organization, with his immense knowledge accumulated over a number of years about coaching and mentoring, and he is here to make a change through Coaching Runway.



Digital Mobility Solutions develops PickMe, the app that revolutionized the entire taxi-hailing industry of Sri Lanka within a short span of four years. With a taxi fleet of over 10,000 three wheelers, mini cars, cars and vans, PickMe is Sri Lanka's most successful start-up business in recent times and it is the largest organized taxi platform in Sri Lanka. PickMe currently services the transportation needs of over one million passengers based in the Colombo, Negombo, Kalutara and Kandy regions.

What Digital Mobility required from us was straightforward – refresh the purpose of PickMe and clearly outline its presence in Sri Lanka. Through our mentoring and coaching programme, we taught them the importance of growth mindset throughout their journey of digital transformation. The one-on-one sales and leadership coaching programme helped to build a steady rhythm for sales opportunity generation and management. While it set the tone for Digital Mobility Solutions to use a structured sales funnel management, the programme brought the initiation to start a coaching and mentoring programme for their senior leaders.



Infront, a global consultancy firm that is in the top 1% of Microsoft Partners, helps customers all over the globe with their expertise on consulting services and project management frameworks to manage their day-to-day processes to avoid tailbacks and ensure timely delivery. The company has multiple offices covering North America, Europe and Asia Pacific.

We helped Infront Consulting to establish a vision, mission, and a clear purpose to move forward. The mentoring and coaching process was used as a platform to formulate the organizational structure, sales and marketing strategy. Team members were also trained on generating and managing sales opportunities as well as how to leverage growth planning based on defined commitments.



CUSTOMER STORIES