



# ISURU RANATHUNGA

Business Development Professional

## CONTACT

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📍 Deira, Dubai

## PERSONAL INFO

**Date of Birth** - 27th November 1996 | **Gender** - Male | **Nationality** - Sri Lankan | **NIC No.** - 963323395V

## SUMMARY

Results-driven sales and business development professional with over 07 years of experience in driving revenue growth and expanding market presence. Proven track record in identifying and capitalizing on business opportunities, building strategic partnerships and developing innovative solutions. Adept at leading cross functional teams, negotiating high value deals and delivering results in competitive environments. I have committed to leveraging strong analytical skills and strategic insight to achieve and exceed business objectives and I am eager to contribute my expertise and dedication to a new opportunity.

## JOB EXPERIENCE

### Executive Business Development | Nov 23 – Jul 24

Assetline Finance Limited

- Plan and achieve agreed sales budget. Developed and executed a strategic plan that resulted in a 25% increase in new client acquisition and a 15% boost in upsell opportunities compare to the previous year
- Coordinate with stakeholders, customers, and Insurance companies to develop corporate/SME/retail businesses channels that leading to a 40% increase in market share in key regions than the previous year.
- Provide competitive and customized insurance solutions from Insurance companies

### Marketing Executive | Nov 2019 - Nov 2023

AMW Capital Leasing & Finance PLC

- Acted as the first point of contact for clients, providing excellent service and follow-up until resolution.
- Met daily, weekly, and monthly goals to achieve project KPIs.
- Maintained statistical and other reports for internal use.
- Participated in weekly and monthly meetings on behalf of the manager when unavailable.
- Acted as the second officer of the branch, assisting in various administrative tasks.

### Junior Executive Apr 2018 - Nov 2019

LB Finance PLC

- Met daily, weekly, and monthly goals to ensure project KPIs were achieved.
- Maintained statistical and other reports for internal use.
- Assisted in preparing and analyzing performance data to support decision-making.
- Coordinated with other departments to streamline processes and improve efficiency.
- Provided support in client interactions and problem resolution.

### Junior Executive - Operation | Sep 2017 - Feb 2018

Fardar Express Worldwide

- Supported social and branding activities to build awareness and promote services.
- Responsible for monitoring staff performance and development.
- Assisted in organizing events and promotional activities.
- Maintained records of operational activities and prepared reports.

## REFERENCE

### Mr. Chaminda Ekanayake

Buyer  
BDC International(Almarai)  
Mobile: 0547581038  
Email: cbekana@gmail.com

### Mr. Dhammika Tennakoon

Quantity Surveyor  
Asia Prime General Contracting Co. LLC, Sharjah, UAE.  
Mobile: +971 50 936 0895  
E-mail: dhammika.cep@gmail.com

## EDUCATION

G.C.E Advanced Level Examination  
Department of Examinations, Sri Lanka

2015

G.C.E Ordinary Level Examination  
Department of Examinations, Sri Lanka

2012

## SKILLS

- Strategic Planning
- Market Research
- Sales and Negotiation
- Client Relationship Management
- Problem Solving
- Time Management
- Networking
- Project Management
- Sales Support
- Flexibility and Adaptability
- Positive Attitude
- Leadership
- Financial Acumen
- Microsoft Office Package

## LANGUAGES

SINHALA  Native

ENGLISH  Fluent



CamScanner