

YUTHINI RUPASINGHE

SALES EXECUTIVE

+971 55 796 6764 yuthini.rupasinghe35@gmail.com Yuthini Rupasinghe | LinkedIn
706, Luzan 1 Building, Al Nahda 2, Dubai, UAE



PERSONAL DETAILS

Name - A. Y. H. Rupasinghe
Birthday - 03-May-1999
Visa Status - Visit Visa

SKILLS

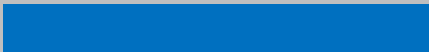
- Microsoft Office Suite
- Communication Skills
- Analytical Skills
- Negotiation Skills
- Adaptability
- Attention to Detail
- Time Management
- Teamwork
- Adaptability & Multitasking
- Problem-solving skills
- Hard Working
- Fast Learning Skills
- Customer Oriented

EDUCATIONAL QUALIFICATIONS

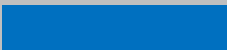
- Bachelor of Arts Honours in International Business & Finance with 2nd Class Upper Division at the University of West of Scotland
- G. C. E. Advanced Level Examination
- G. C. E. Ordinary Level Examination

LANGUAGES

ENGLISH



HINDI



Dynamic and hard-working Sales Executive with a proven track record of driving revenue growth and exceeding sales targets in the competitive market of fashion. Adept at building and maintaining strong client relationships, identifying opportunities, and implementing effective sales strategies to deliver exceptional results. Possessing excellent communication and negotiation skills coupled with a deep understanding of market dynamics and customer needs. Thrives in fast-paced environments and demonstrates a commitment to achieving excellence in sales performance.

WORK EXPERIENCE

SALES EXECUTIVE

Thilakawardhana Textiles Private Limited
Colombo, Sri Lanka November 2020 to January 2024

- Spearhead business development efforts, driving sales initiatives to achieve quarterly and annual revenue targets.
- Cultivate and maintain strong relationships with key clients and ensuring customer satisfaction.
- Analyze market trends and competitor activities to identify new business opportunities and adapt sales strategies accordingly.
- Collaborate with cross-functional teams to develop tailored solutions for clients, addressing their unique needs and requirements.
- Conduct product presentations and demonstrations to prospects, effectively communicating value propositions and differentiators.
- Strong negotiation skills, adept at closing deals and maximizing profitability.

SALES ASSOCIATE

House of Fashion
Colombo, Sri Lanka October 2018 to October 2020

- Prospected new clients through cold calling, networking events, and referrals, consistently expanding client base.
- Managed the entire sales cycle from lead generation to closing, consistently meeting or exceeding sales quotas.
- Provided ongoing support to clients, addressing inquiries, resolving issues, and ensuring a high level of customer satisfaction.
- Developed and implemented sales strategies to penetrate new markets and maximize revenue opportunities.
- Collaborated with internal teams to streamline processes and improve overall efficiency in sales operations.