

SAKHITHA ABEYSEKERA

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Al Nahda, Sharjah - U.A.E.

17th of May, 1983



SUMMARY

A dynamic, results-driven, and disciplined professional having 10+ years of progressive experience and a focus on the Banking and Financial Services industries with a proven ability of acquiring, managing, and retaining profitable relationships with both individual and corporate clients, strategic planning, team management & working in fast-paced sales environments.

EMPLOYMENT HISTORY (HIGHLIGHTS)

Investments Manager – Institutional Sales

Pinnacle Asset & Investment Management ME – Dubai, U.A.E.

February, 2016 – December, 2016.

- Acquiring clients of high net worth, both individual and corporate, with an investable surplus, and continuously growing the liability portfolio.
- Assessing clients' risk appetite levels to recommend solutions to meet their return requirements.
- Consistently generating sales volumes exceeding USD 200,000 a month.
- Maintaining a healthy pipeline for future investments and potential client meetings through updating and preserving a comprehensive database of preferred clientele.
- Managed a cumulative asset book worth over USD 5 Million.
- Built and maintained a healthy network of individuals and corporates for mutual business referrals.
- Liaising with internal departments for the timely payout of referral incentives.
- Continuous focus on generating quality business opportunities over quantity.

Relationship Manager – Mortgages

Mashreq Bank PSC. – Dubai, U.A.E.

February, 2015 – November, 2015.

- Securing clients for mortgages, refinances, and take-overs exceeding a total disburseable value of AED. 75 Million.
- Generating leads to acquire NTB clients, creating the opportunity to sell an array of the banks products such as salary accounts, credit cards, fixed-term deposits, etc.

- Initiated and maintained relationships with units across the bank – trading and large corporates, emerging corporates, and retail sales – assuring a smooth & healthy pipeline of business opportunities.

Relationship Manager – International Investments

Damac Properties PJSC. – Dubai, U.A.E.

December, 2013 – December, 2014.

- Experienced in generating leads of UHNIs with an ability to withhold investments for long-term gains, both locally and overseas.
- Securing clients for residential, commercial, and investment properties worth over AED. 90 Million, while achieving sales volumes in excess of AED. 20 Million.
- Built and maintained relationships with existing clients, thereby generating repeat sales and referrals, based on trust, loyalty, and mutual understanding.
- Created a network and relationships with both individuals and corporates, local and overseas, for lead generation to maximize business opportunities.
- Uniquely managed to build a database of investors with over 35,000 contact details.

Business Development Manager

Nations Trust Bank PLC. – Colombo, Sri Lanka.

February, 2008 – February, 2013.

(Awards: Best Team Leader – 2011 & 2009 / 1st Runner up – 2012 & 2010)

- Recruiting, training, and mentoring 80+ sales staff in the department, along with 4 other BDMs.
- Achieving assigned target volumes through the team, via the creation of profitable business avenues within the set parameters, while growing the asset portfolio valued at >LKR. 4 Billion, in 2012.
- Initiated and developed a product line in conjunction with legal, compliance, and product development, giving the bank an edge over all competition to capitalize on a large market segment.
- Being the only BDM recruited externally, achieving zero fraudulent files through the tenure, while over-achieving sales targets.
- Managing a team of 15+ Senior, Junior, and Trainee Business Development Officers.
- Presenting performances related data to the Senior Management, and Board of Directors, regularly.
- Managing & maintaining relationships with large corporates in order to capitalize on bulk sales via corporate promotions.
- Arranging training programmes, performance recognition reward systems, assessing criteria for promotions.

Marketing Executive promoted to Team Leader

Seylan Merchant Leasing PLC – Colombo, Sri Lanka.

January, 2004 – March, 2007.

- Assuring team targets are achieved through the provision of vehicle leasing facilities to individual and corporate clients.

- Assisting the underperforming team members discover potential markets.
- Meeting and building relationships with agents and agencies, vehicle dealerships, etc. for sales leads and volume achievement.
- Promoted to Team Leader based on merit.

EMPLOYMENT HISTORY (OTHERS)

Marketing Executive

Apparel Technologies (Pvt) Ltd – Colombo, Sri Lanka.
April, 2007 – March, 2008.

Marketing Trainee

Unilever Ceylon Limited – Colombo, Sri Lanka.
January, 2003 – July, 2003.

Trainee Marketing Executive

Al Ghurair City – Dubai, U.A.E.
October, 2001 – August, 2002.

ACADEMIC HISTORY

International Certificate in Advanced Wealth Management

Chartered Institute for Securities & Investment (CISI) – London, U.K.
In Progress

Master of Business Administration (MBA)

Edith Cowan University – Perth, Australia.
Awaiting acceptance from universities in the U.A.E to resume.

International Certificate in Wealth and Investment Management

Chartered Institute for Securities & Investment (CISI) – London, U.K.
January, 2017. Pass (76/100)

Bachelor of Business Administration

Edith Cowan University – Perth, Australia.
2008.

Diploma in Business Administration

Perth Institute of Business and Technology – Perth, Australia.
January, 2007.

REFERENCES

Will be provided upon request