

Thavindu Upulitha

Sales & Marketing Specialist

tupulitha@gmail.com +971509026123

207, Aswar Real Estate, Deira, Dubai

Results-driven marketing professional with 9 years of expertise in Sales, Marketing, and Brand Development. Proven track record in driving revenue growth, enhancing brand visibility, and managing retail and corporate accounts. Skilled at developing and executing comprehensive marketing campaigns across digital and traditional platforms. Excellent communication and leadership abilities, with a strong background in business development, customer relationship management, and project management. Looking to leverage my skills and experience to contribute to a dynamic organization.

Professional Experience

Business Setup Consultant

VIP PRO Services, Dubai, UAE

September 2024 - Current

Expert in advising clients on company formation, licensing, and compliance with UAE regulations for Mainland, Free Zone, and Offshore jurisdictions. Proficient in managing visa processes, including employment, residency, and Golden Visa applications for investors and skilled professionals. Skilled in handling business bank account setup, sponsorship arrangements, and corporate documentation. Strong knowledge of market research and feasibility studies to guide clients on business opportunities and growth strategies. Experienced in coordinating with UAE authorities to ensure smooth processing of trade licenses, legal formalities, and regulatory renewals.

Senior Executive - Sales & Marketing

OPPO Lanka, Colombo, Sri Lanka

January 2018 - August 2024

Managed the coordination and distribution of mobile stocks with key channel partners, ensuring optimal inventory levels and timely delivery. Collaborated with the branding team to develop engaging social media content that enhanced brand visibility and customer engagement across various platforms. Developed and implemented marketing strategies for both retail and corporate sectors, increasing brand awareness and engagement by 20%. Built and maintained strong relationships with key accounts, providing exceptional support and ensuring customer satisfaction. Managed a portfolio of key retail and corporate accounts, driving consistent revenue growth of 12% year-on-year. Managed the coordination and distribution of mobile stock with key channel partner ABANS, ensuring optimal inventory levels and timely delivery.

Relationship Executive

NDB Wealth Management Ltd, Colombo, Sri Lanka

November 2015 - December 2017

Built and maintained strong relationships with high-net-worth clients, offering tailored investment solutions that led to a 15% growth in client portfolios. Consistently achieved sales targets through strategic marketing and business development efforts, contributing to a 20% increase in the company's investment portfolio. Conducted market research and provided insights for portfolio growth recommendations, resulting in a 10% increase in client satisfaction and retention. Delivered high-quality service, addressing client queries and concerns promptly and effectively.

Education

Graduate in Management

BMS, Colombo

Commerce in Advance Level

President's College, Colombo

Key Skills

- Customer Relationship Management
- Key Account Management
- Business Development
- Market Research & Analysis
- Marketing Campaign Management
- Brand Strategy Development
- Digital Marketing
- Proficient in Microsoft Office
- Project Management
- Team Leadership
- Communication
- Event Planning

Personal Information

Name - Thavindu Upulitha
Date of birth - 12 -112 - 1996
Age - 28
Civil Status - Single
Visa Status - Resident Visa
Nationality - Sri Lankan

Languages

English - Fluent
Sinhala - Native
Hindi - Intermediate