

ASHAN WEERASOORIYA

RELATIONSHIP OFFICER | BUSINESS DEVELOPMENT

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#504, Al Taheira Tower, Al Nahda, Sharjah, UAE



PERSONAL DETAILS

Name - W. M. A. C. Weerasooriya
Birthday - 04-December-1996
Visa Status - Visit Visa

SKILLS

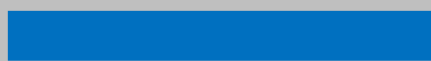
- Communication
- Strategic Planning
- Negotiation Skills
- Business Development
- Supply Chain Management
- Customer Service
- Attention to Detail
- Time Management
- Teamwork
- Adaptability
- Multitasking
- Problem Solving
- Banking Apps and ERP Systems
- Fast Learning Skills

EDUCATIONAL QUALIFICATIONS

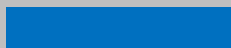
- Postgraduate Diploma in Marketing Management at the Sri Lanka Institute of Marketing.
- G. C. E. Advanced Level Examination
- G. C. E. Ordinary Level Examination

LANGUAGES

ENGLISH



HINDI



REFEREES

Can be provided on the request.

Seasoned Relationship Officer with over 7 years of robust banking expertise, adept at cultivating and managing client relationships. Seeking to leverage proven skills in client retention, financial advisory, and strategic planning to drive growth and client satisfaction in a dynamic banking environment.

EXPERIENCE

ACCOUNT RELATIONSHIP OFFICER

Nations Trust Bank | December 2022 to July 2024
Sri Lanka

- Build and maintain relationships with business clients, understanding their financial needs and providing tailored solutions.
- Actively promote and sell a range of banking products and services to business clients, including loans, credit facilities, deposits, and other financial products.
- Identify opportunities for business growth and expansion by understanding the client's industry, market trends, and competitive landscape.
- Provide personalized advice and financial guidance to clients, helping them make informed decisions to achieve their business objectives.
- Ensure compliance with regulatory requirements and internal policies.

SENIOR RELATIONSHIP OFFICER

National Development Bank | December 2020 to December 2022
Sri Lanka

- Develop and implement strategic plans to drive sales and revenue growth in the supply chain finance segment.
- Identify and target potential corporate clients for supply chain finance solutions, including manufacturers, distributors, and suppliers.
- Build and maintain strong relationships with key decision-makers and stakeholders within client organizations.
- Understand the financing needs and supply chain dynamics of clients, and tailor solutions to meet their specific requirements.
- Collaborate with internal stakeholders, product teams, credit risk management, and operations, to structure and deliver customized supply chain solutions.

BUSINESS DEVELOPMENT ASSOCIATE

National Development Bank | November 2017 to December 2020
Sri Lanka

- Identify and pursue new business opportunities to expand the bank's client base and increase revenue generation.
- Conduct market research and analysis to identify potential clients and market trends, and develop strategies to penetrate target segments.
- Build and maintain strong relationships with prospective and existing clients through regular communication and engagement.
- Promote and sell a range of banking products and services, including loans, deposits, investment products, and digital banking solutions.