



NILUPUL SILVA

Dynamic banking and insurance professional with more enough experience in sales team management and underwriting. Strong business development, negotiation and key account management skills. A team player who works superbly in challenging situation and successfully follows through with team goals, expectation.

Professional experience

DFCC Bank PLC, Sri Lanka

Unit Head July 2021 – June 2024

Business Development Executive Aug 2018 to June 2021

Junior Business Development Executive Oct 2015- July 2018

Senior Business Development Associate May 2012- Sep 2015

- Lead a team of five sales representatives and oversee their daily activities.
- Develop and implement sales strategies to meet and exceed monthly and annual bank's branch targets.
- Assisting the Insurance business of bank's due diligence.
- Negotiate terms of sale and conclude contracts successfully.
- Provide customer with competitive and suitable banking products.
- Close integration by team members by having regular controls and supervision on end-to-end activities and maintenance of business records.
- Manage the bank's Bancassurance operation to achieve its strategy and objectives.
- Strive and keep customer complaints and operational concern to a minimum.
- Provided management with reports and data as required
- Achieve and exceed assigned sales targets.

Union Assurance PLC, Head Office , Sri Lanka.

Aug 2009 - June 2012

- Assisted customers in picking the most appropriate insurance policy.
- Conduct a physical examination of the motor vehicle and the distribution of insurance policies.
- Handled claims and concerns pertaining to claims.
- Manage a portfolio of clients and develop new business relationships.
- Negotiate terms of sale and conclude contracts successfully.

Achievements

- Awarded for Excellence in promoting Bancassurance to the customers DFCC Bank Sri Lank – 2015
- Winner of CEO's Club Award on Bancassurance 1st and 4th Quarter 2019 in DFCC Bank, Sri Lank

PERSONAL INFORMATION

Date of birth

22 March 1989

Nationality

Sri Lankan

Visa Status

Visit Visa

Marital status

Married

Address

Flat 403, Mankhool Plaza,
Al Raffa,
Dubai,
United Arab Emirates

Telephone and Whatsapp

+971559306145

Email

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SKILLS

- Team Player
- Interpersonnel skill
- Meet tragets and deadlines
- High commitment and efficient
- Quality customer service
- Willingness to engage multiple task

LANGUAGES

- English - Fluent
- Sinhala– Native

Professional Qualification

- Successfully Completed Certificate course in Marketing at Sri Lanka Institute of Marketing (SLIM)
- Successfully Completed Computer awareness program at the Open University of Sri Lanka.

Education Qualifications

- Passed GCE Advanced Level Examination 2008
- Passed GCE Ordinary Level Examination 2005

Extra Curricular Activities

- Member of DFCC Bank Basketball team and Southern Province Sri Lanka Basketball team
- Member of Union Assurance Sri Lanka Basketball team
- First runner up Basketball National Youth Sport Festival in Sri Lanka- 2012 and 2013.
- Second runner up of Basketball National Sport Festival in Sri Lanka 2010.
- Best defensive player in the All Island under 19 Basketball Championship 2007.

References

Mr. Binesh Ariyaratne

Senior Accountant

Ras Al Khaimah National Insurance Company

Head Office

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United Arab Emirates.

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Mr. Dhananjaya Nandasiri

Vice President

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