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KARTHICK KARUPPIAH

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OBJECTIVE

Accounts and business development executive with over 5 years' experience looking for a challenging management or business development role to perform and excel as an outstanding professional in a dynamic environment responding to changes as well as continuously improving myself with knowledge and professional skills.

SKILLS

Budget Development
Financial Reporting
Bookkeeping
Report Writing
Documentation
Social Media Analysis
Cash Flow Analysis
Proficient in MS Office
Adobe Photoshop
QuickBooks
Communication
Decision Making
Negotiation

Time Management
Leadership
Team player
Adaptability

EXPERIENCE

Senior Key Account Executive • Lanka Property Web • May'19-Present

Retain existing clients and key customers, as well as achieving assigned sales targets. As a key account executive main responsibility is to manage expectations and oversee that a client's needs are met in a timely fashion.

ASSITANT MANAGER BUSINESS DEVELOPMENT • STANDARD CHARTERED BANK • October '18- April'19

Acquiring priority clients to the bank and promoting the banks products and looking for investment opportunity.
Maintain fruitful relationships with clients and address their needs effectively.

BUSINESS DEVELOPMENT EXECUTIVE • CAPITAL MEDIA • July '17 – September '18

Oversee the sales process to attract new clients while working with senior team members to identify and manage risks.
Maintain fruitful relationships with clients and address their needs effectively.
Research and identify new market opportunities.

DIGITAL MARKETER • FREELANCE • FEB '17 – APRIL '18

Social media marketing, strategy and consulting.
Strategically, creates, and launches social media content calendars that reflect overall goals and objectives of clients.
Content writing and content designing.
Design, development & implementation of high impact online marketing strategies to deliver strong business growth, brand development, and drive customer acquisition for clients.

ACCOUNTANT • PRIYA STORES • JAN '12 – MAY '14

Summarizing of current financial status by collecting information; preparing balance sheets, profit and loss statements, and other reports.
Substantiated financial transactions by auditing documents.
Maintain a record of materials/goods/stock on-premises ensuring that the proper amount of inventory is distributed at the right time.

EDUCATION

BA (HONS) FINANCE & ACCOUNTING • 2016 • UNIVERSITY OF SUNDERLAND
Specialization – Financial Management

ADVANCE DIPLOMA IN BUSINESS MANAGEMENT • 2015 • MDIS, SINGAPORE

DIPLOMA IN BUSINESS • 2014 • LONDON SCHOOL OF BUSINESS & FINANCE,
SINGAPORE FOUNDATION IN BUSINESS • 2014 • ACBT, SRI LANKA

CAMBRIDGE O/L • 2009 • BELVOIR COLLEGE INTERNATIONAL, SRI LANKA

EXTRA CURRICULAR AND LEADERSHIP

Represented NCC in the Division 3 League, Sri Lanka
Volunteer, Queen Elizabeth Hospital, Singapore Member
of the Business Club, MDIS, Singapore Member of the
Sports Club , MDIS, Singapore Member of the AV Club,
MDIS, Singapore
Represented Cricket and Athletics Teams, Belvoir College
International Tresurer Radio Club, Belvoir College International Senior
Interactor, Belvoir College International

REFEREE

R. Anbalagan
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I hereby confirm that the above given particulars are true and accurate to the best of my knowledge.

Karthick Karuppiah

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