

# Nitant Suhagiya

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[Portfolio](#)

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## Education

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**University of Regina** - Diploma in Computer Science (7.4/10)

June 2021 | **Regina, SK**

- Courses in DSA, Object-Oriented Design, Operating Systems, Databases, Digital Systems, and AI.

## Experience

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**TruGreen** - Inside Sales Representative

06/2024 – 08/2024 | **Mississauga**

- Successfully sold programs and services to current and potential customers within the assigned territory.
- Demonstrated strong negotiation skills and a deep understanding of customer needs to hit the daily sales target.
- Rewarded with the best salesperson award for June generating over 120% of weekly sales goal.

**TruGreen** - Outside Sales Representative

04/2024 – 06/2024 | **Mississauga**

- Conducted door-to-door sales for residential lawn care services and helped them with the problems on their property.
- Successfully closed deals by tailoring solutions to customer needs resulting in consistently meeting weekly sales targets.
- Developed persuasive sales pitches according to the changing season by addressing customer questions and objections.
- Tracked performance metrics (knocks, presentations, sales) to constantly improve the pitch and the results.

**Greenwood Leather** - Sales Manager

05/2023 – 02/2024 | **Toronto**

- Originated a 40% increase in sales by using creative social media marketing techniques, which helped the business become more visible in the marketplace.
- Maintained and strengthened ties with more than 13 B2B clients throughout Canada, resulting in steady revenue growth, good cash flow, and the creation of a distinct product demand based on local geography.
- Performed in-depth market research, which enabled the company to expand into the USA with success, gaining a sizeable market share, and strategically positioned the business.
- Worked in tandem with shipping and operational partners to optimize packaging, improving customer happiness and cutting expenses by 6.2%, all of which helped to streamline logistics.

**Bombay Spices** – Customer Success Manager

01/2020 – 01/2023 | **SK, Canada**

- Used a range of marketing initiatives, resulting in a 3% rise in net sales and exhibiting a thorough comprehension of successful promotional tactics.
- Spearheaded the development of over 70 customer success plans, resulting in an increase in customer onboarding success rate by 15%.
- Run more than 250 Survey programs to gain customer attention and increase customer satisfaction and retention by 23%.
- Managed a team of four customer success specialists.

## Leadership, Achievements, and Certificate

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- Volunteered for "**Guiding Students to University**" at UofR Student Union.
- Certificate in C and C++, Red & White Multimedia Education, Surat.

## Skills

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**Basic:** Critical Thinker, Result Oriented, Interpersonal Communication, Adaptable.

**Operating System:** Windows 10, Linux, Mac OSX, Android.

**Programming Language:** C, C++, Java, JavaScript, MIPS Assembly, AJAX, JSON, HTML, CSS, SQL, and PHP.

**Software Applications:** MS Office, Microsoft Visual Studio, Photoshop, Blender, PC Spim, Logic Works, Active Directory.