

Sachin Solanki

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EDUCATION

Schulich School of Business, York University

Bachelor of Business Administration

Toronto, ON

Class of 2027

- *Relevant Courses:* Marketing, Financial Accounting I & II
- *GPA:* 8.2 (9-point scale) – 3.84 (4-point scale)
- *Scholarships:* York University Entrance Scholarship (\$2,500), Marlene Long Scholarship (\$1,000)

Tommy Douglas Secondary School

Ontario Secondary School Diploma

Vaughan, ON

Class of 2023

- Business Specialist High Skills Major Designation
- Ontario Scholar

EXPERIENCE

Pro Hockey Life

Sales Specialist

Vaughan, ON

April 2022 – Present

- Demonstrated expertise in product knowledge by communicating key features & benefits to customers, enhancing their understanding & driving sales by generating positive word-of-mouth referrals, contributing to overall sales growth.
- Streamlined onboarding by aiding in the training of new sales associates, ensuring seamless integration into the team.
- Provided crucial support during peak sales periods, showcasing adaptability, and contributing to the team's success.
- Proactively navigated high-pressure situations, showcasing a commitment to achieving and exceeding organizational goals.

Cutting Edge Sales & Marketing

Marketing Intern

Vaughan, ON

September 2021 – January 2022

- Strategically managed and enhanced the wholesale website, ensuring its visual appeal and consistency to captivate potential customers resulting in a substantial increase in average order value, establishing the platform as a key driver for growth.
- Exemplified exceptional decision-making & reasoning skills under high-pressure scenarios, strategically executing critical choices that had a profound and lasting impact, ultimately optimizing, and shaping the trajectory of future operations.
- Led the seamless fulfillment of orders as large as \$25,000 within a warehouse, leveraging organizational expertise, self-regulating abilities, & meticulous attention to detail contributing to the overall efficiency & success of the logistics process.

LEADERSHIP

York Sales Association

First-Year Representative

Toronto, ON

September 2023 – Present

- Consulted 5+ external partners to execute club initiatives, including sponsorships, resulting in increased brand exposure.
- Upheld a positive & cooperative spirit, fostering an inclusive & motivating team environment that facilitated shared success.
- Demonstrated clear & concise communication, ensuring seamless information flow & understanding among members.
- Collaborated with leadership teams to execute events, showcasing strong collaboration skills & organizational commitment.

Schulich Entrepreneurship Club Think Tank Case Competition

1st Place

Toronto, ON

February 2023

- Adapted quickly to evolving challenges and feedback throughout the competition, demonstrating resilience and flexibility in adjusting our strategy and approach as needed.
- Utilized visual aids and storytelling techniques to engage the audience and convey the value proposition of our proposed solution, putting my exceptional public speaking and presentation skills on display.

ADDITIONAL INFORMATION

- *Technical Skills:* Microsoft 365 (Excel, PowerPoint, Word) CRM, Data analysis, Programming in Python and Java, CPR Level C Certified
- *Non-Technical Skills:* Problem-solving, communication, time management, relationship building, adaptability, leadership
- *Interests:* Ice hockey, card magic, music, reading, public speaking, debate, family-time