

## **SUMIT NIJSURE**

### **Senior Business Development**

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### **Professional Summary**

Knowledgeable and results-driven Sales Representative with 3+ years of corporate sales experience adopting proven methods to nurture client relationships, generate leads, and reach target goals. Two times Sales Representative of the year award with a proven track record of exceeding quota by nearly 15%. Exceptional communicator with strong communication and leadership skills.

### **Technical Skills**

**Areas of Expertise:** Can handle various sales tools like CRM, Pardot to record customer information in database. Proficient in MS office applications like Excel, Word, PowerPoint as well as having knowledge of working in Sales force, Zoho.

### **Education**

**PGDM, Fanshawe College Marketing Management, Jan 2022- August 2022**

**Graduate Certificate, Bachelors of Commerce 2012– 2015, 3Years**

**Masters in Business Administration 2016-2018, 2 years.**

### **Work Experience**

**Technical Sales Representative, Gatestone& Co Inc- January 2023- January 2024 Toronto,**

#### **Ontario**

- Maintain and grow sales relationships with existing clients
- Identify and solicit potential clients
- Assess clients' needs, recommend or assist in the selection of appropriate goods or services, and negotiate prices or other sales terms
- Provide input into product design where goods or services must be tailored to suit clients' needs
- Develop sales presentations, proposals, or other materials to illustrate benefits from use of good or service
- Estimate costs of installing and maintaining equipment or service
- Prepare and administer sales contracts and maintain customer records
- Consult with clients after sale to resolve problems and to provide ongoing support
- Troubleshoot technical problems related to equipment
- Develop and maintain technical product or service knowledge to explain features to clients and answer questions about goods or services
- Develop, implement and report on sales strategies to achieve business goals
- Assess market conditions and competitors' activities and develop an awareness of emerging

markets and trends

- May offer training in the operation and maintenance of equipment
- May supervise the activities of other technical staff and sales specialists.
- Network the customers industry to generate new leads and build relationships.

**Sales Manager, Ebix Cash World Money Limited - Aug 2022- November 2022 Toronto, Ontario**

- Building relationship with corporate leads.
- Researching and qualifying potential clients to build a database of leads.
- Develop Trusted relationships with your existing portfolio of clients to retain their business and grow your portfolio.
- Working with interrelated departments to ensure proper and successful onboardings.
- Explore market trends and best practices to effectively prospect in our market.
- Work with our business development team to educate prospects and customers on our product
- Managing activities and data in our Salesforce CRM.
- Scheduling and attending sales call with Account Executives.
- Goal-oriented sales manager who has previously managed large teams of 20 sales representatives and exceeded monthly quotas by 13%
- Successfully worked with a large team of 15 sales associates, merchandisers, managers, and suppliers to provide excellent customer service.
- Maintaining regular communication with assigned client base for preparing monthly servicing as per the needs as well as update status of current services.
- Strong customer service skills.
- Participate in team meetings and training sessions to develop skills and knowledge.

**Sales Representative, Burger King( Part Time)- Feb 2022 to August 2022 London, Ontario**

- Receiving orders and processing payments.
- Prepare and package food and drink products.
- Maintain health and safety standards in work areas.
- Determine customer needs and recommend the best solutions.

**Business Development Executive, Raghnaill Insurance and Broking Private Limited - August 2020 to August 2021, 12 Months Mumbai, Maharashtra**

- Cold call, contract prospects lists and penetrates key accounts through social media, emails, events and leads.
- Identify key players, research and obtain business requirements and presenting solutions to begin the sales cycle.
- Collaborate with the sales and marketing team members on strategic sales approach.
- Reaching and exceeding targets.
- Provide periodic reports on client interactions, and other key performance indicators (KPIs)
- Communicate client/prospect product needs and concerns to appropriate departments, and facilitate solutions

- Pursue new and maintain existing accounts.
- Managing activities and data in our Salesforce CRM.
- Scheduling and attending sales call with Account Executives
- Successfully worked with a large team of 15 sales associates, merchandisers, managers, and suppliers to provide excellent customer service.

**Intern Accounts Department-, India Infoline Finance Limited** June 2019- April 2020, 1 years,2month Mumbai,Maharashtra

- Maintain General Ledgers.
- Basic Book- keeping to complete files.
- Maintaining client relationships.
- Follow up with clients for pending payments.

**Representative Business Development, Club 7HolidaysLimited.** June2018 to March 2020, 2 years3month Mumbai,Maharashtra

- Meet and exceed monthly sales targets.
- Determine customer needs and recommend the best solutions.
- Meet, greet and thank all customers.
- Build customer relationships by providing prompt and exceptional sales and after sales service.
- Work well in a team of other sales staff and other team managers.
- Ensure customer concerns are resolved with urgency and good judgement
- Stay knowledgeable about the company's products, services, promotion and policies.
- Managing activities and data in our Salesforce CRM
- Scheduling and attending sales call with Account Executives.
- Developing in depth industry and product knowledge.

