

# ROHAN NEGI

Sales Professional with experience across 3 continents in hospitality and insurance industry.

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## EDUCATION

<b>Post Graduate Certificate   Intl Business Mgmt.</b> Niagara College   Canada	<b>SEPTEMBER 2020- APRIL 2021</b>
<b>Post Graduate Certificate   Hospitality &amp; Tourism Mgmt.</b> Niagara College   Canada	<b>JANUARY 2020- AUGUST 2020</b>
<b>B.A. (Hons)   Hotel Management</b> University of Huddersfield   U.K Upper Second-Class	<b>SEPTEMBER 2014- JULY 2018</b>

## WORK EXPERIENCE

<b>Gap Year – Family commitments in India</b>	<b>JUNE 2024 – PRESENT</b>
<b>Insurance Broker – Sales</b>   Scoop Insurance Brokers   Ontario, Canada	<b>MAY 2021- JUNE 2024</b>
<ul style="list-style-type: none"><li>Primary responsibilities are to evaluate the client's risks and insurance needs by reviewing their personal situation and assessing the value of their assets to determine the appropriate coverage levels.</li><li>Maintained a closing ratio of 26% of mono line sales and 29% of cross selling ratio for both auto &amp; property. (Above the brokerage average)</li><li>Assigned as mentor/buddy for new hires every now and then, assisting them in onboarding sales process. Was also floor support multiple times in absence of team leads.</li></ul>	
<b>Peer Tutor</b>   Niagara College   Ontario, Canada	<b>JANUARY 2021- MAY 2021</b>
<ul style="list-style-type: none"><li>Based on academic excellence, Tutoring current Niagara College students in my subjects of expertise to bridge the gap between their and the required expectations by our institute.</li></ul>	
<b>Hotel Operations Training Program</b>   Taj City Centre   Gurugram, India	<b>SEPTEMBER 2018- SEPTEMBER 2019</b>
<ul style="list-style-type: none"><li>As part of one of IHCL's graduate training program "Hotel Operations Trainee", I was deployed at Taj City Centre Gurugram for front office operations.</li></ul>	
<b>Direct Sales- National Deaf Children's Society &amp; RCSPCA</b>   Sheffield, United Kingdom	<b>JULY 2018- AUGUST 2018</b>
<ul style="list-style-type: none"><li>Part of field sales team, doing fundraising across town centres of England for the two charities.</li></ul>	
<b>Guest Relations Executive Intern</b> Taj 51 Buckingham Gate Suites & Residencies  U.K.	<b>MARCH 2017- AUGUST 2017</b>
<ul style="list-style-type: none"><li>I was responsible for a successful Leading Quality Assurance surprise audit - Arrival Experience.</li><li>Led a team multi-cultural team of butlers, porters &amp; concierge to exceed guest expectations.</li></ul>	

## SKILLS

- Languages:** English, French (A1 level completed) & Hindi.
- Soft Skill:** Persuasion, Sales (Financial Services), Negotiation, Client Relationship Management.
- Hard Skill:** Microsoft Office, Canva, Microsoft Teams, Applied Epic, Applied Rating System