

Nitant Suhagiya

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EDUCATION

Toronto Metropolitan University

Bachelor of Science in Computer Science, Co-op

Toronto, ON

Sept 2024 – Exp. May 2028

University of Regina

Diploma in Computer Science

Regina, SK

May 2019 – June 2021

EXPERIENCE

Sales & Marketing Manager

Greenwood Leather

Sept 2024 – Present

Mississauga, ON

- 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.
- Organized trade shows in the USA to reach more customer base, which led to double the customers in wholesale, showing my leadership skills.
- Worked in tandem with shipping and operational partners to improve packaging, improving customer happiness and cutting expenses by **6.2%**, all of which helped to streamline logistics.

Sales Representative

TruGreen

April 2024 – June 2024

Toronto, ON

- Conducted door-to-door sales for residential lawn care services and helped customers manage problems on their property.
- Worked on developing persuasive sales pitches according to the changing season by addressing customer questions and objections, resulting in tailored solutions to customer needs led to consistently meeting weekly sales targets.
- Tracked performance metrics (knocks, presentations, sales) to constantly improve the pitch and the results.
- Rewarded with the best salesperson award for June, generating over **120%** of the weekly sales goal.

PROJECTS

F1 Predictor | *Python, scikit-learn, FastF1 API*

- Preprocessed and analyzed free practice session data from the FastF1 API (driver speed, lap times, conditions) to build a structured dataset for predictive modeling.
- Trained an XGBoost model to forecast driver speeds and race performance for current-season events using last year's race data as benchmarks, improving prediction accuracy through feature engineering.

Sorting Visualizer | *HTML, CSS, JavaScript*

- Built an interactive web app that generates large random datasets and animates classic algorithms (Quick, Merge, Bubble), mapping values to dynamic bar charts for real-time visualization.
- Designed engaging, step-by-step animations to help users understand algorithm efficiency and behavior, turning abstract concepts into intuitive learning tools.

NVIDIA Stock Prediction | *Python, Linear Regression*

- Collected and preprocessed one year of NVIDIA stock data using the yfinance API to build a clean dataset for analysis.
- Trained a regression model to forecast next-day closing prices, applying feature engineering and evaluating prediction accuracy as a learning exercise in financial machine learning.

TECHNICAL SKILLS

Languages: Python, Java, JavaScript C/C++, SQL, PHP, HTML/CSS

Frameworks: React, Node.js, Express, Tailwind, FastAPI

Developer Tools: Git, Github, VS Code, Linux/UNIX, AWS, Power BI