

Jignesh Shah

Sales Account Manager| CIF-Trade| Finance

A highly dependable professional with a proven ability to thrive in a variety of different roles and business structures. The unique blend of management, customer service, accounting, collection, and administrative experience with extensive expertise in financial transactions, business development, negotiations, contract formation, research, and compliance. Dedicated and passionate about implementing and innovating new strategies to achieve and exceed established goals.

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WORK EXPERIENCE

Sales Account Manager Synergy International Pvt Ltd

06/2015 - 08/2018

Mumbai, India

Roles & Responsibilities

- Prepared and presented accurate and comprehensive sales presentations with accurate product information.
- Developed and closed new business, while renegotiating renewal business that totaled over 500k in the year 2017.
- Negotiated with customer project including price, tooling cost, payment terms, delivery terms, material surcharge.
- Established networking with vendors, distributors, and manufacturers to deliver maximum sales output.

Customer Onboarding and Maintenance J.P. Morgan

06/2014 - 06/2015

Mumbai, India

Roles & Responsibilities

- Reviewed client files, business documents, and due diligence records.
- Updated and onboarded all customers under the Global Trade Product System (GTS).
- Took an email request from the Trade Sales Officer to process post-approval for a product.
- Participated in monthly and annual compliance reviews.

Finance Executive Indus Chemicals

06/2013 - 06/2014

Mumbai, India

Roles & Responsibilities

- Assisted with preparation and control of the company's projects and budgets.
- Checked and verified documents on bank reconciliation and ensure proper documentation for internal and external auditors review.
- Managed daily finance and accounting operations to support business activities for further organization growth.

EDUCATION

Post Graduation - Business Administration Herzing College

09/2018 - 12/2020

Montreal, Quebec

Bachelors in Banking & Insurance University of Mumbai

06/2010 - 05/2013

Mumbai, India

SKILLS

Problem-solving

Interpersonal skills

Teamwork

Collaboration

Empathy

Networking

Intermediate Excel

Microsoft Word

Powerpoint

Analytical skills

Negotiations

Versatility

PERSONAL ACHIEVEMENTS

Forward First Services - Logistics Business
(03/2016 - 07/2018)

Canadian Securities Course

- Pursuing Anti Money Laundering & Terrorist Financing - Banking

PROFESSIONAL ACHIEVEMENTS

Promoted to Sales Account Manager
(10/2016 - 08/2018)

Designation: Joined Synergy International as a Business Development Executive and promoted to Sales Accounts Manager.

CANADIAN WORK EXPERIENCE

Working as a Sales Associate with IO Solutions Inc
(Remote)

Worked as a Customer Service Representative at Fusion
BPO Services, Montreal