

# AMANAT JAISINGHANI

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Dynamic Account Manager offering expertise in building partnerships, retaining key accounts and enhancing profit channels. Strong leader with proficiency in growing professional network, influencing decision-makers and devising successful strategies. Collaborative and strategic team leader with robust background in customer relationship management. Experience in SaaS. Proficient in Salesforce, HTML, CSS, JavaScript, and Bootstrap.

## SKILLS

Relationship Management	Communication	Customer Obsession	Revenue Growth
Organizational Accuracy	Relational Intelligence	Account Management	Negotiation

## EXPERIENCE

- 2022 - Present     **Market Manager | Cloudbeds (SaaS)**
- Research industry and market trends in North America, and identify business opportunities with new prospective clients.
  - Prepare lead lists and cold call prospects. Managed over 30 customer calls per day.
  - Convert leads and present virtual demos while implementing Sandler Selling System.
  - Prepare reports by collecting sales information and statistics.
  - Build brand awareness in local market and increase penetration with proactive strategies.
  - Maintain up-to-date knowledge of competitor products and pricing in market served.
- 2016 - 2021     **Sales Manager | Hilton Toronto**
- Closed lucrative sales deals using strong negotiation and persuasion skills.
    - Recipient of Hilton's Circle of Excellence 2019. Achieved 143% of 2019 annual target of \$1.5M.
    - Achieved 118% of 2018 annual target of \$1.2M and 103% of 2017 annual target of \$1M.
  - Established and cultivated solid business relationships with new or existing customers.
  - Led account planning strategy sessions aimed at retaining and acquiring customers and increasing business opportunities.
  - Reviewed customer service agreements for terms and conditions pricing and accuracy.
  - Targeted and prospected for new business through individual creativity and innovation.
  - Resolved customer issues quickly to close deals and boost client satisfaction.
  - Engaged in multiple task force opportunities in various markets and cities.
- Prior Experience**
- Hilton Toronto - Sales Coordinator (2015 - 2016), Duty Manager (2013 - 2015)
  - Residence Inn by Marriott - Duty Manager (2012 - 2013), Front Desk Agent (2010 - 2012)

## EDUCATION

- 2012     **George Brown College | Toronto, Ontario**  
Bachelor of Applied Business (B.A.B.) in Hospitality Operations Management