

Nishanth Selvarajah

Objective

Results-driven sales consultant with a proven track record in building long-lasting client relationships and **strategizing** with executive teams for outstanding results. Exceptional **problem-solving** abilities under time constraints, coupled with a customer-focused attitude, consistently boost sales performance. Seeking to leverage experience and knowledge to help a forward-thinking organization succeed while fostering mutually beneficial relationships.

Education

Toronto Metropolitan University | Bachelor of Commerce - GPA: 3.2 | Sep 2020 - Apr 2024

- Courses: artificial intelligence, blockchain, cloud computing, and data analytics

Experience

Moores Clothing for Men

Sales Consultant | April 2019 - present

- Consistently achieved an average annual sales of \$300,000 utilizing **strategic planning**, effective **communication** and **upselling techniques**. Demonstrated strong **negotiation skills** and a **customer-centric** approach to consistently meet and exceed sales targets.
- Monitored weekly, monthly and annual sales, ensuring consistent progress and formulating strategies to reach sales goals
- **Coached** and supported new and existing employees to foster a **collaborative** and motivated work environment.
- Provided **outstanding customer service**, receiving 4.1/5 stars in **customer service feedback** for the store. Contributed to positive customer reviews and loyalty, fostering a repeat customer base.
- **Skillfully managed cash register operations**, expertly handling large amounts of money and customer information. **Ensured seamless financial transactions** while upholding utmost trust in the store's financial processes.

Licenses & Certifications

Toronto Metropolitan University - Power of Excel

- Completed certificate program gaining advanced proficiency in utilizing Excel for **data analysis, modeling**, and **automation** in business contexts.