

# Arash Kheirollahi

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## Summary

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Enthusiastic and outgoing Sales Representative with hands-on experience in retail, healthcare, and customer-focused environments. Known for building rapport, identifying customer needs, and closing sales through active listening and product knowledge. Skilled in upselling, merchandising, and supporting daily store operations with energy and professionalism.

## Skills

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- Confident verbal communication and active listening
- Consultative selling and upselling strategies
- Customer relationship building and retention
- Visual merchandising and inventory monitoring
- Proficient with POS systems, Microsoft Office Suite
- Languages: English (fluent), Farsi (native)

## Experience

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### Sales Representative – Physio Health Care Clinic

Toronto, ON

Jan 2025 – Jul 2025

- Educated patients about service offerings and matched them to appropriate care plans.
- Engaged with clients at reception and by phone to identify and recommend solutions.
- Strengthened client retention through courteous follow-ups and ongoing support.

### Retail Sales Associate – EbnYamin Drugmart

Tehran, Iran

Nov 2023 – Nov 2024

- Guided customers through purchase decisions and shared knowledge of health and wellness products.
- Increased sales through promotions, loyalty program education, and personalized suggestions.
- Ensured a clean, stocked, and visually appealing product display environment.

### Sales Assistant – Ayoob Dried Fruits and Nuts

Tehran, Iran

Jun 2023 – Nov 2023

- Identified customer preferences and offered product pairings and seasonal promotions.
- Boosted daily sales by cross-selling and maintaining engaging, welcoming service.
- Contributed to store layout and cleanliness to enhance product visibility.