

# Maryam Nikpour

a self-studied and result-driven web developer with a background in sales, equipped with strong programming skills in HTML, CSS, JavaScript, Unix Shell and SQL. Seeking an opportunity as an Implementation Engineer to utilize my technical expertise, customer-focused approach, and my technical skills to configure and deploy SaaS solutions. With a proven track record in sales, I bring effective communication skills, a deep understanding of client needs, and a passion for problem-solving to deliver successful project outcomes.

✉ maryam.nkpr@gmail.com

☎ +19059212614

📍 Toronto, Canada

🌐 [linkedin.com/in/maryam-nikpour-33625616a](https://www.linkedin.com/in/maryam-nikpour-33625616a)

## WORK EXPERIENCE

### Front-End Developer Saaed Co.

08/2022 - Present

#### Achievements/Tasks

- Actively participated in the website development process, utilizing HTML, CSS, and JavaScript to contribute to the creation of visually appealing and user-friendly websites
- Implemented Unix Shell commands for version control operations, facilitating collaboration and efficient code management using tools like Git.
- Collaborated with cross-functional teams to gather requirements, plan design elements, and implement website features, ensuring a positive user experience.

### Sales Representative S&P Data Digital

10/2021 - Present

Toronto, Canada

#### Achievements/Tasks

- Conducted presentations to educate customers about telecommunication services.
- Maintained a 95% customer satisfaction rating by providing exceptional service.
- Consistently exceeded sales targets by 20% through effective relationship with clients.

### Account Manager Sam Polymer Bonyan

04/2019 - 06/2021

Tehran, Iran

Manufacturing advanced polymer blends for automotive, home appliances and electrical industries

#### Tasks

- Utilized SQL queries to perform an in-depth analysis of customer data, including purchasing patterns, product usage, and customer behavior, enabling the identification of upselling and cross-selling opportunities to drive revenue growth.
- Collaborated with cross-functional teams including sales, marketing, and product development to align customer needs with company offerings, ensuring seamless execution and delivery of solutions.
- Acted as a client advocate within the company, representing client feedback, and collaborating with internal teams to continuously improve customer experience.

### Sales Representative Moshaveran Hamahang Yar

09/2017 - 03/2019

Tehran, Iran

Supplying plastic raw materials used in large industries

#### Tasks

- Utilizing CRM systems to track leads, opportunities, and customer interactions.
- Conducting post-sales follow ups to assist customers with any inquiry they may have.
- Generating sales reports, analyzing sales data, and providing insights to management.

## EDUCATION

### Polymer Engineering Iran Chemical and Petrochemical Institute

01/2017

Tehran, Iran

#### Degree

- Master of science

### Polymer Engineering Azad university, Science and Research branch

01/2013

Tehran, Iran

#### Degree

- Bachelor of science

## SKILLS

JavaScript

HTML & CSS

Git

Github

React

Command line

Microsoft Office

Communication skills

Attention to Details

Ability to work under pressure

## LANGUAGES

English

Full Professional Proficiency

Persian (Farsi)

Native or Bilingual Proficiency