ALI KESHAVARZI

SALES ASSOCIATE 📍 OTTAWA, K1N 7Z9, CANADA 📞 4379876616

DETAILS

87 Mann Ave
Ottawa, K1N 7Z9
Canada
4379876616
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Date of birth
2004/05/03

Nationality
Iranian

LINKS

GitHub

LinkedIn

Portfolio

SKILLS

Computer Skills

Customer Service

Communication

Fast Learner

Adaptability

Ability to Work in a Team

Communication Skills

Computer Programming - CPP

C++

Python

HTML

JavaScript

SQL

MongoDB

JavaScript

React

Node.js

Express.js

HTML

PROFILE

Motivated professional with a strong background in sales, communication, and full-stack development. Experienced in guiding homeowners through government-funded rebate and loan programs using the Straight Line Sales System to build trust and close deals. Known for clear, confident communication, strong client relationships, and the ability to simplify technical concepts. Skilled in JavaScript, React, Node.js, and MongoDB. Passionate about computer hardware and cars, bringing curiosity and technical insight to every role.

EMPLOYMENT HISTORY

Energy Sales Consultant at Consumers Energy, Ottawa
April 2025 — May 2025

- Conducted energy assessments for homeowners, identifying eligibility for government-backed rebate and loan programs.
- Trained in the **Straight Line Sales System**, enabling confident, structured communication to guide homeowners through the decision-making process with clarity and trust.
- Educated clients on energy-efficient upgrades like heat pumps, insulation, and windows—helping them access up to $40,000 in 0% loans and $10,600 in rebates.
- Acted as a liaison between clients and licensed contractors, ensuring a smooth transition from consultation to installation.
- Handled follow-up calls, objection handling, and post-service support to ensure high client satisfaction and program compliance.

HR Specialist & Marketing Manager at Enerhold Engineering Solutions, Toronto
January 2024 — December 2024

- Assisted clients with energy audit services and explained rebate and loan programs.
- Managed customer inquiries, appointment scheduling, and follow-ups.
- Executed digital marketing strategies to promote energy efficiency programs.
- Developed educational content to help customers understand energy-saving solutions.

Front Desk assistant at Obstetrics and Gynecology Clinic, Shiraz
January 2022 — June 2022

- Welcomed patients and visitors, managed check-ins, and maintained a calm and professional atmosphere in a fast-paced medical environment.
- Scheduled appointments, coordinated follow-ups, and managed the clinic calendar using EMR (Electronic Medical Records) systems.
- Handled incoming calls, responded to inquiries, and ensured accurate communication between patients and medical staff.
- Maintained patient confidentiality while organizing medical records and ensuring compliance with healthcare privacy regulations.
- Supported physicians and nurses with administrative tasks, contributing to smooth day-to-day clinic operations and improved patient satisfaction.

CSS

Python

C++

PC Building

Hardware Compatibility

Phone & Computer Specifications

Assisting clients with tech
purchases

troubleshooting

support

Effective communication

collaboration

leadership

LANGUAGES

Farsi

English

English Teacher, Shiraz
July 2022 — October 2022

- Taught English grammar, writing, and conversation to learners.
- Prepared lessons and evaluated student progress.
- Adapted teaching methods to individual learning needs.

Detailer at Red Fox Car Detailing
May 2023 — December 2023

- Provided high-quality car detailing services with a focus on top-tier customer satisfaction.
- Applied ceramic coatings and other protective treatments to enhance vehicle appearance and longevity.

Computer class assistant at Imam Reza High School, Shiraz
October 2020 — May 2021

- Assisted the lead computer teacher with classroom setup, lesson preparation, and student support.
- Helped students understand computer basics, software applications, and coding exercises.
- Maintained classroom equipment, ensuring computers and software were functional and up to date.

EDUCATION

Computer Programming - CPP, Seneca College, Toronto
January 2023 — June 2024

Diploma, Baghiat Allah High School, Shiraz

English Diploma, Iran Language Instiute, Shiraz

COURSES

English Test Score 7.5, IELTS
May 2022 — Present

Learn React, CodeAcademy
February 2025 — February 2025

Learn JavaScript, CodeAcademy
February 2025 — February 2025

Building Interactive JavaScript Websites, CodeAcademy
March 2025 — March 2025

Build a Website with HTML, CSS, and GitHub Pages, CodeAcademy
March 2025 — March 2025