Rasoul Avesta Narimani

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Motivated sales development professional with a strong foundation in data and relationship-building. Passionate about connecting clients with transformative legal tech solutions. Thrive in fast-paced, collaborative environments where clear communication and curiosity drive growth.

PROFESSIONAL EXPERIENCE

Sale Specialist, Robust Choice | Vancouver, BC, December 2020 - November 2022
- Increased business partnerships by 30% through strategic outreach and relationship-building with targeted clients.
- Managed lead qualification process by identifying customer needs and matching them with appropriate products.
- Developed clear product messaging and collaborated with technical teams to ensure client satisfaction.

Lab Supervisor, Simon Fraser University | Burnaby, BC - June 2021 – Present
- Presented complex data insights to diverse audiences, improving stakeholder engagement and decision-making.
- Mentored and guided junior team members, developing communication and coaching skills valuable in sales outreach.
- Designed streamlined workflows to boost lab productivity and reporting clarity.

Data Scientist, Ocean Rain Water Harvesting Inc | Vancouver, BC Jan 2024 - 2025 Jan
- Conduct exploratory data analysis (EDA) and and statistical modelling to support ML and business objectives
- Analyzed geographical and meteorological data, assessing over 50 datasets using regression analysis and time-series forecasting models (e.g., ARIMA) to estimate potential rainwater harvest in specific regions.
- Developed a Python-based tool utilizing decision tree algorithms, which allows clients to determine if harvested rainwater could meet up to 80% of their water consumption needs.

Data Scientist, Neurio Technology Inc | Vancouver, BC May 2014 - January 2016
- Enhanced user engagement by 35% and increased product efficiency by 20% through interdisciplinary collaborations and data insights, driving the development of innovative features.
- Utilized Python for advanced statistical modeling and machine learning, boosting predictive accuracy by 25% in major projects like residential power consumption analysis, driving impactful data-driven insights.

EDUCATION & CERTIFICATIONS

Data Science Certification | remote | Springboard, 2024
Software Product Management | remote | Coursera 2021
Graduate Certificate in Science and Technology Commercialization | Simon Fraser University, 2016
Ph.D. Physics | Simon Fraser University, Canada
M. Sc. | B. Sc. Physics | Isfahan University of Technology, Iran

SKILLS & TOOLS

- **Sales & Communication**: Lead generation, cold outreach, email campaigns, and client presentations
- **Technical Fluency**: Python, SQL, Bash, Jupyter, Git, Matplotlib, AWS, Salesforce
- **Core Strengths**: Relationship building, technical curiosity, product storytelling, team collaboration