

# Mohamad Arnaout

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## Professional Summary

Ambitious Computer Science student with proven success in consultative and solution-based selling.

- Drove multi-store revenue growth as District Sales Manager; skilled at KPI analysis, team coaching, and executive collaboration.
- Built and launched e-commerce platforms, increasing online sales by 20% through targeted digital campaigns.
- Strong technical fluency (React, Node.js, Docker, CI/CD) enables clear communication of product value to both technical and non-technical stakeholders.

Seeking a role where I can leverage my sales leadership and technical background to drive adoption and revenue in a technology-driven organization.

## Skills & Qualifications

- **Sales:** Consultative Selling & Solution Design,
- **Technical:** GitHub, Office 365, C, Java, Javascript/Typescript, HTML5/CSS3, SendGrid, Cloudflare

## Education

### Bachelor of Computing Science

*Thompson Rivers University*

*Expected Graduation: May 2027*

Relevant Coursework: Operating Systems, Computer Networks, Web Development, Database Management Systems, Data structures, UI/UX, Marketing,

## Work Experience

### Project and E-commerce Manager

*Iron House Fitness, Mississauga*

*2020 - 2024*

- Developed and maintained the company's Shopify e-commerce website, ensuring seamless functionality and user experience.
- Designed custom fitness equipment in CAD and managed manufacturing domestically and imports from China to maintain quality and margin.
- Opened and ran a physical retail location, coordinating staffing, merchandising, and day-to-day operations.
- Implemented SEO and digital marketing strategies, increasing online sales by 20%.

## **District Sales Manager**

*Canadian Vape Inc., Georgetown, ON*

*2018 - 2021*

- Worked alongside business owner to increase revenue over **200%** from **\$15,000** per month to **\$50,000** in **6 months** through **KPI tracking, product selection** and hands on **training** to sales teams
- Oversaw operations for 7 retail locations, reporting directly to the CEO to set growth targets and expansion roadmaps.
- Directed full staffing lifecycle (hiring, training, reviews, terminations), building high-performing teams
- Resolved technical and operational issues, demonstrating adaptability in a retail setting.

## **Store Manager**

*Dragon Vape, Milton, ON*

*2017 - 2018*

- Worked alongside business owner to increase revenue over **200%** from **\$15,000** per month to **\$50,000** in **6 months** through **KPI tracking, product selection** and hands on **training** to sales teams
- Oversaw operations for 7 retail locations, reporting directly to the CEO to set growth targets and expansion roadmaps.
- Directed full staffing lifecycle (hiring, training, reviews, terminations), building high-performing teams
- Resolved technical and operational issues, demonstrating adaptability in a retail setting.

## **Personal Training Sales Consultant**

*LA Fitness, Milton, ON*

*2016 -2017*

- Worked alongside business owner to increase revenue over **200%** from **\$15,000** per month to **\$50,000** in **6 months** through **KPI tracking, product selection** and hands on **training** to sales teams
- Oversaw operations for 7 retail locations, reporting directly to the CEO to set growth targets and expansion roadmaps.
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## **Computer Sales & Service Associate**

*Rama Computers, Mississauga*

*Summer 2010*

- Advised walk-in customers on hardware configurations, upselling custom-built PCs.
- Assembled and configured personal computers, ensuring optimal hardware and software functionality.
- Reorganized inventory layout to streamline order fulfillment and increase product visibility