

Armin Torabi *Sales Manager*

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📍 Tehran, Iran

👤 Single

🛡 Completed

♂ Male

🌐 <https://www.linkedin.com/in/armintorabii>

📺 <youtube.com/armintorabii>

📅 05/10/1989

About Me

Sales and Marketing Manager with over 13 years of successful experience in optimizing sales and marketing strategies and enhancing team performance. With a background in managing a small business, skilled in developing comprehensive strategies and project management.

Work Experience

04/2020 – Present
Tehran, Iran

Sales Manager

Packman

- Developing and implementing sales and marketing strategies to achieve company objectives.
- Managing and leading sales teams and monitoring their performance.
- Analyzing the market and competitors to identify opportunities and threats.
- Setting and managing sales and marketing budgets.
- Developing and improving products and services based on market needs.

01/2020 – 09/2024
Tehran, Iran

Founder

Kardak Studio

- Developed and implemented a business plan and set goals during the COVID-19 pandemic
- Negotiated contracts with suppliers and expanded the product portfolio of the website
- Designed and executed successful advertising campaigns on social media

11/2015 – 01/2020
Tehran, Iran

Sales Manager

Golfam Safar

- Designed and implemented an advertising campaign for the 2018 World Cup in Russia.
- Launched B2B sales and attracted 200 travel agencies as partners within 1.5 years
- Designed and developed a customer loyalty program.
- Proposed the use of online ticket sales and travel tours, which were very limited in Iran at that time

01/2012 – 11/2015
Tehran, Iran

Project Planning Manager

Aseman Sabz Khazar

- Reduced production costs through optimizing activities
- Increased production speed by designing and building new machines
- Analyzed customer feedback and monitored the production line for standardization
- Continuously monitored the quality of products, production processes, packaging, and loading

Education

2007 – 2011 **Bachelor: Civil engineering**
Islamic Azad University

Software

Microsoft Office	● ● ● ● ●	Mac OS	● ● ● ● ●
Trello	● ● ● ● ●	Adobe Photoshop	● ● ● ● ●
Adobe Premiere	● ● ● ● ●	Python	● ● ● ● ●

Languages

English	French	Persian
Fluent	Basic	Native

Training Courses

2025 – 2026	MBA <i>University of Tehran</i>
2021 – 2021	Successful Negotiation <i>Coursera - University of Michigan</i>
2021 – 2021	Foundations of Project Management <i>Coursera - Google</i>
2021 – 2021	Strategic Management <i>Coursera Copenhagen Business School</i>
2021 – 2021	Problem Solving Using Computational Thinking <i>Coursera - University of Michigan</i>

Projects & Academic experiences

2022 **Produced, recorded, and published several specialized videos on HVAC equipment on YouTube.**
<https://www.youtube.com/armintorabii>

Additional Skills

- Leadership and team management
- Communication and Negotiation
- Proficiency with Sales Technology and CRM
- Data analysis and reporting
- Time management and organization
- Problem-solving and decision-making