

Ali Jamali

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(604) 505 - 4340

Toronto, ON

Work Experience

Sales Development Representative (SDR) - Enterprise, Deel Sep 2025 - Apr 2026

- Met or exceeded targets for Sales Qualified Opportunities (SQOs) and outbound activity metrics
- Researched and prioritized Enterprise accounts using tools like LI Sales Navigator, Demandbase, etc.
- Identified cross-sell and upsell opportunities for existing client accounts
- Multi-threaded into top accounts via cold calls, emails, and social media
- Maintained CRM hygiene and created handoff notes for Account Executives

Founder + Web Developer, OFF OAK Dec 2019 - Present

- Managed end-to-end client engagements for 17+ website projects, tailoring solutions to client needs
- Advise clients on hosting, SEO, and analytics decisions based on business needs and maintainability
- Onboard clients and create documentation, ensuring a smooth handoff from launch to ongoing maintenance
- Maintain long-term client relationships and identify expansion opportunities through ongoing support, updates, and advisory work

Marketing & Brand Strategist, Home Trade Standards Feb 2025 - Sep 2025

- Built an internal Gantt- and map-view dispatch calendar that reduced scheduling call times by 5–10 minutes per call
- Partnered with office and field stakeholders to identify workflow bottlenecks and automate processes using Jotform and Zapier
- Improved internal and external brand consistency across print and digital touchpoints

Customer Support Agent, FLG Frontline/TELUS Health Apr 2021 - Apr 2022

- Conducted contact tracing with people diagnosed with COVID-19
- Assessed contact's health status to determine health protocol and provide additional resources as needed
- Compiled and maintained sensitive data on Salesforce and CMOIS

Education

BA Political Science + International Relations, University of British Columbia 2015 - 2019

Skills

Soft Skills: Sales, Research, Documentation, Field Marketing, Proofreading.

CRM & GTM Tools: Salesforce, HubSpot, Outreach, Nooks, LinkedIn Sales Navigator, ZoomInfo, Amplemarket, Demandbase, Actively AI, Apollo.

Automation & Productivity: ChatGPT, Claude, NotebookLM, Google Workspace, MS Office, Zapier, Jotform.

Languages

English (native speaker), Farsi/Persian (native speaker)

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