

Estivan Ayramia

El Cajon, CA | 619-396-7767 | estivanayramia@yahoo.com | estivanayramia.com

PROFESSIONAL SUMMARY

Customer-facing business graduate with hands-on experience in door-to-door prospecting, appointment setting, retail operations, and service in fast-paced environments. Known for consultative communication, multilingual customer interaction, and calm execution under pressure. Comfortable with CRM platforms, analytics, documentation, and basic web publishing.

CORE SKILLS

Sales & prospecting: door-to-door outreach, appointment setting, upselling, objection handling

Operations: high-volume transactions, queue management, cash control, accurate documentation

CRM & analytics: Salesforce, HubSpot, Pardot, Google Analytics, Microsoft Clarity

Tools: Microsoft Office Suite (Excel, Word, Outlook), web content updates, reporting support

Languages: English, Chaldean, Arabic, Spanish

EXPERIENCE

Door-to-Door Solar Sales Representative | Freedom Pros

San Diego, CA

Mar 2026 - Present

- Canvass neighborhoods door to door to speak with homeowners, generate interest in solar, and qualify potential opportunities.
- Set multiple homeowner appointments within the first few weeks by delivering 10+ pitches per day and navigating common objections professionally.
- Recontact prior leads and follow up consistently to revive interest and create additional appointments.

Lead Sports Coach | 549 Sports LLC

San Diego, CA

Sep 2024 - Present

- Supervise 20-80 children per session, adjusting coverage based on staffing while maintaining safety, structure, and engagement.
- Communicate with parents and staff, including multilingual conversations, and document incidents accurately.

Retail Sales Associate | Convenience Retail and Fuel

San Diego, CA

Sep 2023 - Aug 2024

- Supported upper-four-digit daily sales through consultative recommendations, add-on suggestions, and consistent upselling.
- Managed high-traffic register operations and inventory rotation using FIFO while maintaining accuracy and service quality.

Store Associate | Del Sol Market

San Diego, CA

May 2023 - Aug 2023

- Processed 30-100 customer transactions per shift and switched between stocking and register to keep store flow efficient.

Independent Contractor | Uber Eats, DoorDash, Instacart

San Diego, CA

2021 - 2022

- Completed 40-70 deliveries per week during peak demand while maintaining an approximately 4.9/5 customer rating for reliable, on-time service.

PROJECTS & CERTIFICATIONS

- Personal website: built and maintain estivanayramia.com using AI-assisted coding; manage ongoing content updates and web analytics tracking.
- Google Analytics certified; familiar with performance tracking and user behavior tools.

EDUCATION

San Diego State University | B.S. in Business Administration, General Business

San Diego, CA

Graduated Dec 18,
2025

GPA: 3.71