

KESHAV GOSAIN

High-Ticket Sales Closer | Sales Entrepreneur | AI & Tech Sales

📍 Ottawa, Canada 📞 343-597-7963 ✉ keshavkgosain@gmail.com

PROFESSIONAL SUMMARY

Results-driven sales entrepreneur with hands-on experience building and selling high-ticket AI consulting services. Generated **\$3,000+ in revenue in a single week** during a peak sales period. Skilled in running discovery calls, diagnosing business pain points, handling objections, and closing deals. Thrives in performance-based, commission-driven environments. Highly competitive, coachable, and fully committed to building a long-term career in sales and business development.

SALES & BUSINESS EXPERIENCE

SavScale AI Consulting Agency

Founder & Sales Lead

- ▶ Built an AI consulting service offering automation and workflow solutions to small and mid-size businesses
- ▶ Generated **\$3,000+ in revenue in a single week** during peak sales period through consultative selling
- ▶ Conducted outbound prospecting, cold outreach, and lead generation to build a qualified pipeline
- ▶ Ran discovery calls with business owners to identify operational bottlenecks and position AI solutions
- ▶ Managed the full sales cycle — from prospecting to proposal to close
- ▶ Handled objections and negotiated service agreements with decision-makers

High-Ticket Closing

Consultative Selling

Outbound Sales

Solution Selling

Emtria Inc.

Founder & CEO

- ▶ Building an AI-based platform to improve access to mental health support
- ▶ Conducting user interviews and product-market validation conversations
- ▶ Pitching to early partners and stakeholders to build strategic relationships
- ▶ Developing startup sales fundamentals — pitching, persuasion, and go-to-market strategy

Startup Sales

Pitching

Partnership Building

Staples Canada

Technology Sales Representative

- ▶ Delivered consultative technology sales in a high-volume retail environment
- ▶ Consistently met and exceeded product sales targets through needs-based selling
- ▶ Upsold and cross-sold technology products and services to increase average order value
- ▶ Built strong customer relationships through trust, product expertise, and follow-up

Retail Sales

Upselling

Customer Relationships

Cyber-Seniors

Tech Support Liaison

- ▶ Handled inbound calls from seniors needing technical assistance — diagnosed issues and recommended solutions
- ▶ Conducted one-on-one support sessions, building trust with non-technical clients through clear communication

CORE SALES SKILLS

High-Ticket Closing

Consultative Selling

Discovery Calls

Objection Handling

Cold Outreach

Lead Qualification

Pipeline Management

Persuasion & Negotiation

Relationship Building

Client Communication

ADDITIONAL EXPERIENCE

Kids Help Phone

Crisis Responder (Volunteer)

- ▶ Practiced active listening and clear communication under high-pressure, emotionally sensitive situations
- ▶ Built trust quickly with individuals in distress — a transferable skill for rapport-based sales conversations

Canada Basketball

Certified Basketball Official

- ▶ Managed high-pressure game environments requiring quick decision-making and composure
- ▶ Demonstrated professionalism, authority, and leadership on the court

ADDITIONAL STRENGTHS

Entrepreneurial Mindset

Competitive Drive

Strong Communication

Fast Learner

Commission-Ready

Self-Starter