

Michael Gurguis

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SUMMARY OF QUALIFICATIONS

- Electrical Engineering student with hands-on experience in technical design, energy optimization, and client focused consulting, developed through roles in engineering, marketing, and energy management.
- Proven ability to deliver measurable results by reducing client energy costs by up to 90%, generating \$1.3M+ in solar and efficiency revenue
- Strong analytical, problem solving, and technical skills demonstrated through engineering design projects at Multimatic and academic work using AutoCAD, MATLAB, and energy modeling tools.
- Exceptional communication and customer facing experience from insurance, consulting, and marketing roles, consistently exceeding targets, improving retention, and building long-term client relationships.
- **Technical Skills:** Altera Quartus II, AutoCAD Electrical, MATLAB, Revit, Java, C++ Solargraph, CRM & Microsoft Office Suite (Word, Excel, Powerpoint, and Outlook).

EDUCATION

Bachelor of Engineering, Electrical Engineering 2024–Present
Toronto Metropolitan University, Toronto, ON

- **Relevant Coursework:** Microprocessor Systems, Electromagnetics, Electric Networks, Data Structures and Algorithms
- **Academic Honours:** Dean's List Recipient for exceptional academic standing.

EXPERIENCE

Energy Engineer — Solify, Toronto, ON Jun 2025 – Present

- Performed comprehensive energy audits across **50+** commercial and residential facilities, analyzing load profiles, system inefficiencies, and electrical infrastructure to identify optimization opportunities.
- Developed technical designs for rooftop and ground mount solar PV systems using energy modeling and simulation tools, achieving up to 96% annual bill offset for clients.
- Generated **\$1.3M+** in new revenue through client consulting in solar, battery storage, and energy optimization.

Life Insurance Agent — Globe Life, ON Nov 2024 – Apr 2025

- Closed **65% of qualified leads**, consistently surpassing monthly sales targets by **18%**.
- Generated **75+ leads per month** through cold outreach and referrals, converting **36%** to active policyholders.

- Achieved **93% retention** through personalized insurance planning and exceptional client service.

Manufacturing Engineer (Coop) — Multimatic, Markham, ON

Jan 2024 – Jun 2024

- Designed precision dies in **AutoCAD** for high volume manufacturing, supporting projects for clients including **Tesla**.
- Collaborated with engineering teams to meet performance specifications and improve design accuracy.
- Developed strong technical documentation, organizational skills, and hands on engineering experience.

CERTIFICATIONS

LLQP Certified • Standard First Aid (Level C) • French Immersion Diploma • SHSM (ICT) • Emotional Intelligence in the Workplace • Workplace Health & Safety 101