



# DIANA LOPEZ

SALES & LEASING CONSULTANT

## PROFILE

8 years of extensive experience in accomplishing remarkable outcomes for public and private companies. Adept at designing and developed strategist for open new markets, acquisition potential new clients and Maintaining strong relationships with clients existing also achieving booking, billing and profitability targets for the company and region. Attend and represent the company at various business and industry, meetings and trade shows international. And finally with the politicals developing and analysis for the context economic international.

## EXPERIENCE

### HARBOR REAL ESTATE SALES & LEASING CONSULTANT

June 2021- Currently / Dubái, UAE

- To implement the sales
- List property by examining property; recommending improvements that will enhance salability; coordinating with appraisers to set a selling/ leasing price; closing a deal.
- Arrange and carry out presentations on the Company and site visits of the property offered for potential clients.
- Negotiate agreements with the clients as per set policies and guidelines and in coordination with respective senior management. Actively coordinating with Real Estate Agents to ensure prospective clients are provided with accurate information about the property.

### DREAMSPRING.ORG INTERNATIONAL BUSINESS MANAGER

March 2020 – April 2021 / USA

- Develop & keep current an appropriate regional country account, strategy in line with country level business plans, to achieve profitable revenue growth.
- Lead and manage the development of business acquisition projects to ensure targeted revenue and profitability levels.
- Monitor the account performance in close cooperation with regional functional management team.
- Create and maintain relationships with potential and existing international clients.

### INVEST-B.A. BUSINESS DEVELOPMENT MANAGER

June 2018 - February 2020 / Buenos Aires, Argentina

- Make quarterly budget reporting& approval , revenue and profitability forecast.
- Ensure and maximize the profit of sales and marketing activities investment by designing and implementation of business process.
- Rolling forecast report for sales performance, revenue.
- Support key account manager and regional sales managers with financial analysis model to make business investment decision.

## LANGUAGES

Spanish: ●●●●●●

English: ●●●●●●

## PERSONAL INFORMATION

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Dubai



## EDUCATION



**UNIVERSITY OF BUENOS AIRES**  
**Master Degree**

International Economic Relations.

2019



**UNIVERSITY KONRAD LORENZ**  
**Bachelor Degree**

International Business Administration.

2017