

# PATRICK FUSSELL

Sales Manager

## DETAILS

### PHONE

+971562680611

### EMAIL

fussellpatrick@gmail.com

## SKILLS

Leadership Skills

Excellent Communication Skills

Ability to Work in a Team

Ability to Work Under Pressure

Excellent Organizational Skills

Multitasking Skills

## PROFILE

I am an award winning sales professional with a real estate and timeshare background. I have excellent communication skills and have used them in five different countries.

## EMPLOYMENT HISTORY

### International Sales Manager, Valorem

Dubai

Sep 2021

I was brought in to lead a new international sales division of Valorem. In this role I was to work with investors in the United States to purchase assets in Dubai, but it also allowed me to broker real estate transactions in Dubai. The company in the last few days has gone through a restructure that has seen all management leaving or being let go in the off plan, secondary, and marketing offices. I am currently working on building and training the off plan and secondary teams.

### Property Consultant, Fidu

Dubai

Jul 2021

I sell off plan Emaar properties to investors around the world, mainly in Asia, Europe and the Middle East. I call clients that have previously purchased Emaar properties and close them via Zoom or telephone call. A majority of my clients never physically see the property they purchase as it is usually not built or still being built.

### Real Estate Agent, Kennedy Properties

Dubai

May 2021 — Jun 2021

I worked with landlords to sell their investment properties. Many properties were unlisted and were marketed via word of mouth. In the matter of a few weeks I acquired the rights to sell just under \$50 million worth of investment properties.

### Sales Agent, Westgate Resorts

Gatlinburg, TN

Oct 2020 — Apr 2021

I met with potential clients, explained the program, asked them financial and vacation questions, showed the property, negotiated a price, closed the sale and did relevant paperwork. I won awards for most volume in a month and highest volume per guest.

### **Senior Regional Capital Advisor, Titans Capital Partners**

Jun 2019 — Feb 2020

Titans Capital Partners is a private equity board that works with private investors, bankers, and insurance companies. My role was to prospect for and assist clients with their financial needs. I specialize in finding capital for property developers.

### **Loan Advisor, Royal United Mortgage**

Austin, TX

Jun 2018 — Dec 2018

NMLS Number 1764040

I prospected for clients via telephone. I would call potential clients, close them over the phone and originate loans.

### **Realtor, Urban Squared Realty**

Austin, TX

May 2017 — Jun 2018

Prospected multifamily real estate properties to sell to investors.

### **Realtor, Coldwell Banker**

Georgetown, TX

Aug 2016 — Jan 2017

Worked in residential real estate. The vice president in the office suggested that I work in commercial and had no experience in commercial.

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## **EDUCATION**

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### **N/A, Pelissippi State Community**

Knoxville, TN

Sep 1998 — May 1999

Studied Political Science

### **University of Tennessee**

Knoxville, TN

Aug 1997 — May 1998

Studied Political Science

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## **REFERENCES**

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## **Geoff Forknell**

Kennedy Property

forknellg@gmail.com

0585104180

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## **COURSES**

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### **Real Estate Finance, St. Edwards University**

Apr 2016 — May 2016

### **Law of Contracts, St. Edward's University**

Apr 2016 — May 2021

### **Promulgated Contract Forms, St. Edward's University**

Apr 2016 — May 2021

### **Principles of Real Estate I, St. Edward's University**

Apr 2016 — May 2021

### **Principles of Real Estate II, St. Edward's University**

Apr 2016 — May 2021

### **Law of Agency, St. Edward's University**

Apr 2016 — May 2016