

Junaid Ul Nabi Khan

Apt #511, Marina Diamond 2
Dubai Marina
Dubai

Mobile # 0585767998
Email - dubaipropmarket@gmail.com

Key Strengths

Proven skills in Sales and Marketing in a multi project environment in the Real Estate industry in Dubai and India. Overall experience of more than Eight years in Sales, Marketing and managing stringent revenue driven projects and Investments. Proven Management and team building skills. Good understanding of Customer behaviour in the real estate investment sector.

Professional Experience

December 2019 till Present

Sr Real Estate Broker at Geometrics Real Estate, Dubai

- Specialized in Dubai Marina with a good understanding of the Rental and sales market in the Area
- Identified good listings by calling databases to advertise on dubizzle and bayut.
- Ensuring the listing quality is upto the mark.
- Responsible for attending client calls, scheduling viewings and followups to closure.
- Coordinating with all the support groups within the Organisation.
- Networking with other brokers in the market.
- Advising the management on the change in market conditions on a regular basis.

March 2013 till November 2019

**AVP Sales and Marketing
Ecore Infracon Private Ltd.
New Delhi, India**

- Managed a team of approx. 20 Real Estate agents with 2 Team Leaders.
- Creating and implementing Marketing and sales strategies.
- Projecting and Managing Performance across the team.
- Soliciting Investors across India.
- Attending and monitoring calibration sessions with the clients and Agents.
- Analyzing Team and individual performance and identifying training needs through weekly reviews of Team Leaders.
- Coaching and mentoring the Team Leaders on management and leadership skills and tools.
- Setting standards for the Team Leaders to help them operate, on client specific demands.
- Coordinating with all the support groups like HR and Admin for smooth functioning of Operations.
- Taking care of the day to day operational activities.

Achievements:

- Key player in bringing in approx INR 180 Crores (AED 120M) worth of investments.
 - Played a key role in establishing a sound broker network.
- Played a key role in improving agent moral and confidence by introducing various bonuses and rewards.



May 2008 till November 2012
Client Relationship/Business Development
Geometrics Real Estate
Dubai, UAE

- Selling the properties available direct from owners/investors and sending out urgently required properties for buyers.
- Gearing up for property matching and property solutions for client enquires and requirements, attending to investors requests and guaranteeing good ROI on their investment.
- Lead in critically reviewing client requirements for client facing system.
- Manage a small team who are responsible for reviewing client requirements and delivering client solutions.
- Review and manage the process of data provision required to enable effective delivery of clients solutions.

April 2005- March 2008
Sr. Sales Coordinator
3D Venture Real Estate
Dubai, UAE

- Sourcing out of client enquires-direct and extending efforts through loyal agents network in market, promoting and advertising properties through the website and posting ads in the newspapers for hot properties required.
- Create, Plan, and execute Marketing Strategies for the company's various projects.
- Create a healthy network of over 500 Real Estate Agents world wide.
- Create Presentations, Plan sales targets for the agents.
- Co-ordinating with HR on recruitment.
- Projecting and Managing Performance across all Projects.
- Analyzing Team and individual performance and identifying training needs through monitoring and coaching.
- Organizing regular meetings with Agents to take market feedback and to understand challenges faced by them.
- Callibrating with Agents and clients to understand market demand and condition.
- Coordinating with all the support groups like HR, Admin and IT for smooth functioning of Operations.

Achievements:

- Successfully sold 10 inhouse projects and 4 additional projects.
- Helped the company by bringing in Investors worth AED 250M.

Education

Bachelor of Arts
MJP Rohilkhand Bareilly

Passed in 2004

(Junaid Ul Nabi Khan)



Edit with WPS Office