

# Musawer Kamal

## Sales and Marketing Executive

**Address:** Dubai, United Arab Emirates

**Visa Status:** 90 days visit

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## Profile

I'm a highly motivated Sales Executive with extensive customer services and sales experience in real estate marketing and retail marketing. I have on hand experience of all types of property deals from end to end. I am self-esteemed and self-motivated sales and marketing personnel, graduated from a reputable institute of Pakistan with potential business sales and marketing, bargaining and negotiations skills. Run own business unit as entrepreneur for five years. I am looking for a challenging position in a reputed organization to showcase my capabilities and knowledge and experience to achieve personal and organizational goals.

## Experience

**Everest Real Estate Marketing Inc. (Pakistan)**  
**from 1 November 2020 to 31 October 2021**  
**Sales Executive and property advisor**

- Obtain the daily lead from social media marketing team and follow-up with potential customers on phone, email, WhatsApp and other sources of communications.
- Guide customers on the requested properties with details and give a brief of the property.
- Elaborate all aspects of the property to impact the customer purchasing behavior.
- Involve to senior management to with customer possible questions, concern and queries along with solution.
- Accompanying customers during the site visit and inspection of property, advising them on suitability, value of property they visited and future market growth and expectations.
- Promoted sales via advertising on social media, personal contacts and LinkedIn.
- Collect booking, confirmation and membership fee, and deposits in the property company account.
- Draft property files, contract and other legal requirements.

## Koh-i-Nor Fabrics

**Work as entrepreneur in garments business for more than 5 years**

- Purchase of merchandise from across the country well-known fabrics brands
- Devise marketing policy and sales strategies to attract each market segment (Child, youngsters, woman's, men's, old etc.)
- Setting display of outlet to more visible all products to target customers
- Manage team of four individual
- Management of cash flow and accounts of credit customers

## Interpersonal skills

- Great listener and explain with confidence
- Quick Decision-making with appropriate analytical support
- Well in researching the market, analyzing trends & Good know how of Consumer behavior
- Grip on comprehensive, easy and to-the-point presentation
- Able to work with others in groups and teams formal and informal
- Negotiation, persuasion and influencing skills
- Resolve interpersonal conflict and disagreements in a positive way

## Projects dealt

Capital Smart City  
Islamabad

Capital Smart City  
Lahore

Parkview City  
Islamabad

## Education

BS Commerce  
(Marketing)

Diploma in  
Commerce  
(Marketing)

## IT Skills

MS Office

Coral Draw

Adobe Photoshop