

Contact

Dubai
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Top Skills

Management
Leadership
Training

Languages

English (Professional Working)
Arabic (Native or Bilingual)

Mohammed Said

Looking for New Opportunity , Sales Manager at Uniesate Property LLC.

United Arab Emirates

Summary

Over nine years of experience selling real estate and property investment, hotel investment with a proven track record of success. Achieve the target at the individual level as well achieve the target at the level of the sales team that I was managing, High efficiency in dealing with High-net-worth individual (HNWI) to build strong relationships designed to serve the sales circles through Sales Oriented organizations.

Experience

UniestateProperties

Sales Manager

February 2019 - July 2019 (6 months)

Dubai, United Arab Emirates

The First Group

4 years 1 month

Investors Relationship Manager

June 2015 - December 2017 (2 years 7 months)

Dubai, United Arab Emirates

Property wealth Manager

December 2013 - June 2015 (1 year 7 months)

Dubai, United Arab Emirates

Al Falah Holding

Senior Sales Coordinator

January 2011 - December 2012 (2 years)

United Arab Emirates

VERCILLINY

Showroom Manger

January 2007 - June 2008 (1 year 6 months)

Dubai, United Arab Emirates

EINOUR Real Estate

Sales Manger

February 2002 - February 2006 (4 years 1 month)

Egypt

Starting as sales rep then got promotion to team leader then sales manager for 2 years

Handling the Residential & Commercial project and managed appointments with the team to show homes to prospective customers. Attending meetings and Business Conferences with prospective clients. Maintaining the Quality of services for company's Goodwill and getting more bookings with the help,

Setting KPI weekly and monthly, to measure the team performance ,depended on (Sales Per Rep, Opportunities, sales reps tours, Lead Flow, Total Sales Volume, Sales Bookings,

Leading a team of high performing sales force in tune with the strategic objectives of the organization.

Performing comparative market analysis to estimate properties' value especially in high demand areas and providing regular feedback on the market and competitors activities to the management.

conducting interviews, hiring new staff and transferring or dismissing season staff

Follow-up and coordination with my team to accomplish the work required to close sales, identify and resolve all client concerns with establish and maintain current client or potential client relationship.

Schedule and conduct weekly sales meetings Arrange new listing tours for salespeople

motivate the agents to close, develop effective training programs that teach agents how to acquire customers, negotiate deals, secure financing and complete paperwork for the sale

Managing customer centric operations & ensuring customer satisfaction by achieving delivery & service quality norms.

Conducting techno commercial meeting with customers to close the sales.

Identifying strength & weakness of product and responding to opportunities & treats in marketing

Education

Cairo University