



WASEEM SALLOOM



Summary

Seeking a position at Company where I can maximize my 6+ years of experiences, quality assurance, program development, and training experience.



Experience

2021-03-
present

DAMAC Properties RELATIONSHIP MANAGER

- Recruit local real estate brokers as agents to promote and sell off-plan and ready properties
- Market and promote completed and off-plan properties to existing clients and potential investors globally through corporate brokers
- Advise investors on the options of Real Estate Investment Opportunities with Damac in Dubai and other locations.
- Travel on business trips to potential markets and meet with high-net worth individuals and organizations to promote, market and sell off-plan and ready properties.
- Participate in Exhibitions and promotional events
- Attending meetings with clients to build relationships with existing and new brokers.
- Achieving client relationship targets and KPI's as set by the Head of Sales.
- Working closely with Account Managers and Sales Administration.
- Escalating and resolving areas of concern as raised by clients.
- Updating the CRM and ensuring account managers are aware of changes within clients.
- Liaising with internal departments to ensure client needs are fulfilled effectively

2017-10 -
2021-03

SSS REAL ESTATE BROKERAGE L.L.C RELATIONSHIP MANAGER

- Build relationships with key employees among customer.
- Create plans to address clients' business needs.
- Advise clients on creating profitable processes.
- Schedule regular meetings with customers to ensure they are satisfied.
- Act as point of contact for complaints and escalate issues as appropriate.
- Help sales team up-sell or cross-sell services and products.
- Ensure both the company and clients adhere to contract terms.
- Study competition to find new ways to retain customer.
- Set sales and revenue targets and work diligently to meet them.
- Collaborate with internal teams to address customer's needs.

2014-02 -
2017-09

COMFORT CAPITAL PROPERTIES L.L.C PROPERTY CONSULTANT

- Assisting clients to make sound property-purchasing decisions.
- Finding clients in need of consultancy services through cold-calling, advertising, and business presentations.
- Analyzing market trends and demographics to identify the most sought-after and profitable areas.
- Consulting with clients to identify their needs, preferences, and financial concerns.
- Maintaining an extensive database of all properties for sale.
- Developing strategies to increase the value of properties for clients looking to sell.
- Conducting negotiations with real estate agents on behalf of clients.
- Communicating with legal counsel to prepare sale and lease documents.



Education

2010 -
2012

High Institute of Marine research - SYRIA

Master degree in Marine research.

2005 -
2009

Tishreen University - SYRIA

Bachelor Degree In Science.



Personal Info

Address

DUBAI

Phone

056 22 850 14

E-mail

ewimsy@gmail.com

Date of birth

1985-01-01



Skills

* Excellent knowledge of UAE property market.

* Devotion to high-quality customer services.

* Knowledge of relationship management best practice.

* Strong knowledge of UAE legal framework.

* Strong negotiation skills.

* Keen analytical and research ability.

* Analytical and problem solving skills.

* Ability to manage time, work under pressure and meet deadlines.

* Excellent computer skills (MS Office applications, Outlook etc).

* English Language (spoken - written - Listening).

* UAE Driving License.