



# M. LAMDJED BOUZIDI

Property Manager | Real Estate Consultant | Civil Engineer Master Degree

## WORK EXPERIENCE:

### INTERNATIONAL PROPERTY CONSULTANT

The First Group - Algeria Mar 2019–present

- Spearheaded the expansion by promoting and advertising Dubai's real estate market in the MENA Region/African countries through roadshows.
- Slashed company's cost by 30% by reducing travel expenses, L&D and marketing cost.
- Increased database through developed relationships with clients and investors.

**Achievements:** - Groomed teams of real estate agent in Tunisia, Morocco and Algeria by setting-up roadshows and conducting 5-days trainings on Dubai's market, CRMs and portals, and Customers Services Strategies that increased the level of awareness by 80% and skills development by 50%.

### EXECUTIVE COMMERCIAL CONSULTANT

QubeOne Exclusive Properties - Business Bay, Dubai Feb 2018 – Sep 2018

- Built strong synergy with team, clients, investors and developers that increased property database listings on office spaces, shopping malls & large retail projects, in-coming leads and closed deals.
- Participated and collaborated with all conducted real estate trainings that resulted an increase knowledge on property market value, client strategic approach, CRM and portal usage and current market analysis.
- Actively applied innovative marketing and advertising strategies in social media.

**Achievements:** - Closed a 9.8 M property selling transaction for full floor 10-working offices.

### ASST. MANAGER, LEASING AND PROPERTY MANAGEMENT

NRL Lootah Sons & Associates Group - Garhoud, Dubai Aug 2016 - Dec 2017

- Handled property management for 27 buildings, G+6 floors to 25th floors in Dubai and Sharjah, 60 villas in Mirdiff and Garhoud, 25 retail shops and three 3-star Hotels.
- Handled cordially 50 - 120 calls per day on complaints and inquiries from 450+ tenants for all kinds of maintenance and handover.
- Introduced instant respond-time maintenance policy, low-cost variations, and customer service that led to 90% occupancy.

**Achievements:** - Named the employee of the year 2017.

### APPLICATION SERVICE ENGINEER

Kansai Paint MENA – Emaar Square, Dubai Oct 2015 – Aug 2016

- Restructured and managed the company to be a complete services provider in terms of product selling, manpower supply and execution of the work.
- Supervised 5 supervisors with 20 painters for each team to handle the finishing. Decoration, painting, designing and creation.
- Led the teams of painters in executing the projects for all Prayer Rooms in Dubai Mall, Lapita 5 stars Hotel, Park lane Tower, Tamani Arts and the 5 stars (VIP) Retirement House in Abu Dhabi.

**Achievements:**

- Ranked 1st out of 36 projects all over UAE in terms of monthly work productivity.

### PROJECT COORDINATOR

Hyundai Engineering Co. Ltd. – Biskra, Algeria Sep 2012 – Sept 2015

- Led a team of engineers in handling the Mega Project Power Plant combined cycle 1500 MW.
- Act as the point of contact and communicate project status to all participants.
- Coordinating project schedules, resources, equipment and information.
- Liaising with clients to identify and define project requirements, scope and objectives.

**Achievements:** - Helped the company to save +100K USD worth of cost by preventing the manipulation of the terms of contract between the main contractor and the sub-contractor.

## PROFILE:

Goal-oriented professional having 9+ years of experience in consultancy, property management, real estate sales, engineering work and supervision. Offers expertise on innovative solution both local and international company's growth and expansion. A business acumen that can provide the best strategic approach and plans based on the current market.

## CONTACT:

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## LANGUAGES:

ENGLISH ★★★★★☆

ARABIC ★★★★★★

FRENCH ★★★★★☆



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## EDUCATION:

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- Bachelor Degree of Science in Civil Engineering

Biskra University, Algeria - 2009

- Masters Degree of Science in Civil Engineering

Biskra University, Algeria - 2012

## TRAININGS AND COURSES:

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- CRM Portal
- Property Monitor
- Sales Process
- Telesales & Customer service
- Outlook software
- Property management

### LinkedIn Learning Platform:

- Mastering Common Interview Questions
- Leadership Stories
- Cold Calling Mastery
- Rock your LinkedIn Profile
- Negotiation skills
- Photography Foundations
- Construction Management: Concrete Construction
- Management Foundations
- Google Digital Garage: Digital Marketing
- Alison: Tourism Introduction to Travel Patterns and Destinations
- Udemey: Starting in Sales with Spencer Lodge

## SKILLS:

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|                           |  |     |
|---------------------------|--|-----|
| - Market Analysis         |  | 90% |
| - Civil Engineering Works |  | 75% |
| - Computer Applications   |  | 80% |
| - Communication           |  | 90% |
| - Telesales               |  | 85% |
| - Property Management     |  | 95% |

## SOFTWARE:

Adobe Photoshop

Adobe Illustrator

Adobe Lightroom

Autodesk AutoCad

Microsoft Office