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Naouzat Nick Helwani

Summery A savvy and dedicated business development executive seeking a challenging sales position that would utilize my skills and experiences in sales and marketing of Off plan and ready properties. A position that would allow me to contribute to increase sales of my division and eventually increase the company profit.
A proven track record of sales and marketing achievement. establishing and managing sales team of various type of business (Real Estate, Life Insurance, Financial Planning, Auto sales) as shown in the work experiences below.

Skills

- Recruit, Manage and Train new sales agents/employees.
- Establish and Execute New Sales Marketing ideas.
- Ability to build relationship with brokers and developer.
- Manage and Run a sportswear factory of above 400 employees.
- Extensive work in the USA, Far East, Europe and the Middle East. Manage and run used car dealership in all aspect.
- Established Specification and Quality control guidelines for ISO 9000, ISO 9001 and QS 9000 Applications.
- Expert in various type of sales techniques, team Management, Marketing and Planning for sales shows (open house, road show, exhibition and more).
- Computer literate, self-starter, great negotiator.

Work History and Experience:

2016-Now	Sales Manager / Business Development Manager Real Estate Broker	Dubai, UAE
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Sales, leasing and property management
Create Marketing ideas that generates new streams of clients.
Build relationship with various developers and brokers.
Negotiating Contract with developers for best revenue.
Lead and Monitors Sales Agent Daily Activities.
Perform Sales Training and closing techniques for new agents.
Establish and achieve Sales Goals.

2015 – 2016	Senior Google Search Consultant/ Team Leader BFOUND Digital Marketing Company. The only Premium Google Partner in MENA.	Dubai, UAE
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Prospecting Small to medium size companies, set up presentation meeting, identify the marketing need to attract customers to their business and the best digital platform to achieve it (Google Search, Facebook, Instagram, You Tube and /or LinkedIn).
Train new agents in house and in the field.
Evaluate and improve presentation and material handout.

Achieved top sales consultant over 35 other consultants for 2 months and maintain in top 5 every month.

- 2005 – 2015 **Sales Manager/Marketing Director/Broker** **Glendale, California**
South Western Financial Network and Insurance Services,
National Life Group Inc.
World Financial Group, Inc. An Aegon Co. Transamerica Financial Advisory, Inc.
Register Rep. New York Life Insurance Company.
Although contracted with the following Insurance Companies:
Blue cross, Aetna, Health Net, Principal and other Life and Health Insurance Companies
- Duties includes:**
Recruit, Train and lead a team of Insurance Agents.
Established and implement sales presentations to Medical Group, Business owners.
Implement Sales Training meetings discussing product knowledge, sales ideas, closing Techniques and objection handling.
Sponsorship of various professional convention and Educational seminar events.
Provide classes for leadership, motivation sales techniques and implement a system that attract stream of clients and referrals.
Maintain close relationship with product providers
Achieve Insurance sales goals and qualified for the trip awards.
- 1998 - 2010 **General Manager/Owner** Los Angeles, Ca
Easy Auto Sales/ Import & Export Co.
- Wholesale and retail of Luxury used cars (Includes BMW, Mercedes Benz, Audi, Porsche and more). Exporting used cars, Auto parts, Tools, Computers and other industrial materials to the Middle East, South America and Europe.
Duties includes: Marketing campaigns and events, buy used car from auctions and other wholesalers, inspect and price all trade in, supervise re-conditioning cost and process before offered for sale, hold meeting with sales team to go over sales goals, bonuses. Use positive re-enforcement techniques to support and motivate sales team.
- 1985 - 2000 **Industrial Engineering and Manufacturing Management**
Product Costing Manager
Kellwood Inc. Private Label Los Angeles, Ca
- Established and implemented a product costing procedures. Work closely with product designers, Purchasing, Production contractors and Marketing managers to establish a better product at the lowest cost possible. Evaluate material and other production cost and negotiate for better prices from suppliers. Establish a problem solving meeting and training sessions for new Data Base System (AS-400 Oracle application)
- Plant Manager**
Steel Jeans and Catalina Swimwear Los Angeles, Ca
Managing a factory with 370 operators, 20 supervisors, 2 Engineers and 10 office staff. Duties includes: Increase productivity and profitability. Shipping finished product on time. Decrease labor cost. Set up a Unit Production system and established a procedure for Quality control and operator training.
- Application Industrial Engineer**
Gerber Garment Technology (Gerber Scientific)

Duties includes: Time and motion studies, Production layout and established a production Modules.

Education

1985	B.S. Degree, Industrial Engineering University of Texas, UTA Minor in Marketing & Management	
1987	Diploma in Performance Management	Aubery Daniel &Associate
1988	Certificate for completing IMPACT training	Gerber Scientific Tech.
1996	Certificate for completing implementing and managing The ISO 9000 Quality System process.	
2004	Life and Health Insurance licensed	California, USA
2007	Series 6, 63 for Variable and Investment Products.	California, USA
2010	Property and Casualty Licensed.	
2009	Tom Hopkins Seminar for Sales Closing & Forecasting.	Los Angeles, Ca

Citizenship USA.

Personal Fluent in English and Arabic.

References Available upon requested.