

AHMED AGAMIA

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OBJECTIVE:

Over 12 years of experience selling properties and apparels throughout the Dubai area with a proven track record of success. Able to generate own business through networking and prospecting. Developing successful business relationships with clients with excellent marketing and sales development skills. Experience of managing sales and results orientated professional.

PROFESSIONAL EXPERIENCE:

Marina Arcade, Senior Executive Sales, Dubai UAE

Feb 2019– Till Jan 2020

- Created prospect rapport by approaching leads and cultivating strong business relationships through sales.
- Kept up to date on competitive real estate knowledge and increasing client satisfaction ratings.
- Educate clients on the current real estate market and answered any questions they had.
- Building long term relationships with clients and agents.

Select Group, Senior Executive Sales, Dubai UAE

Oct 2017– Till Jan 2019

- Experienced with legal matters related to the real estate sales process.
- Assisted in negotiation of terms surrounding purchases.
- Accompanied and advised buyers during the meeting and closing deals.
- Set and managed appointments to show homes to clients.

Uniestate Properties Development, Sales Supervisor, Dubai UAE

Dec 2015 – Till Oct 2017

- Creating sales and marketing plans and Sending out details of the properties to clients and agents.
- Making appointments and showing buyers around a property, negotiating the purchasing details.
- Closing deals and promotes the property through mass mailing and phone calls.
- Supporting the team and help them to close deals.

Falcon City of wonders, Sales Executive, Dubai UAE

April 2015 till Dec 2015

- Explaining to the clients about Falcon City of wonders project.
- Create the interest in the project and showing buyers around a property.
- Recruiting new agents and building long term business relationship with them.

DAMAC Properties, Senior Property Consultant, Dubai UAE

Aug 2012 - Nov 2014

- Convincing prospective clients that "DAMAC" is the right company to buy the property from for investment.
- Promote the property through mass mailing and phone calls.
- Researching the buyers and generating leads.
- Sending out details of the properties to clients on my database.
- Selling through the phone calls and e-mails, making appointments and showing buyers around a property.
- Arranging the meetings with discussions and negotiating the conditions of payments.

Marriott vacation club, Sales Executive, Dubai UAE

Dec 2011 - July 2012

- describe to the customers the conditions of the company offer of memberships.
- Interact with the customers and increase their interests to the company's offers.
- Arrange the customers meeting, doing presentation, closing deals and doing customers service.

ADIDAS - Dubai. Store Team Leader. Dubai UAE

Nov 2008 - Oct 2011

- Ensuring that the day-to-day operation of the shop is efficient and effective.
- Being responsible for all employees within the store and dealing with all monetary aspects.
- Looking after floats and reporting any discrepancies to the Store Manager.
- Always looking for ways to increase sales and improve the efficiency of the team.

National Army of Egypt, First Lieutenant, Tanks platoon leader, Egypt

Apr 2006 - Oct 2008

EDUCATION AND QUALIFICATIONS:

- Bachelor of law, Alexandria University, Egypt
- RERA certificate from Dubai Land Department, UAE

LANGUAGES:

Arabic – native;
English – fluent verbal and written;
Russian – fluent verbal;
German – advanced verbal

SKILLS:

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|--|--------------------------|
| - MS Windows, Microsoft Office: Word, Excel, Outlook | - Business development |
| - sales closing | - Sales plans |
| - Customer service | - Case management |
| - Leads development | - Reference research |
| - Team work | - Appointment scheduling |

PERSONAL INFORMATION:

Nationality: Egyptian

Date of birth: January 22, 1981

UAE Visa: Tourist Visa

Marital Status: Married

UAE Driving License: Available and car

References and documents available upon request