



Ashraf Hesham AbdElhady

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Address: Dubai, Trade center 1, Zaied Road

Education

Bachelor of Commerce English Accounting
Department
Mansoura university, Egypt

— 2015

Career Objective

Seeking a challenging position in a leading organization with the distinguished capacity for professional growth order to utilize and enhance my theoretical & practical education & training & Experience

Experience

March 2019 - present

SALES MANAGER

Alabwaz Real Estate, Dubai, Georgia, Egypt, Jeddah, Riyadh

Real Estate Agent

- *Provide guidance and assist seller and buyer in marketing and purchasing property for the right price under the best terms.
- *Determine clients needs and financial abilities to propose solution that suit them
- *Intermediate negotiation process, consult clients on market condition, prices, mortgages, legal requirements and related matters, ensuring a fair and honest dealing
- *Perform comparative market analysis to estimate properties value
- *Display and market real property to possible buyers
- *prepare necessary paper work (contracts, leases, deeds, closing statements, etc)
- *Manage property acquisitions or exchanges
- *Maintain and update listing of available properties
- *Cooperate with appraisers, escrow companies, lenders and home inspectors
- *Develop network and cooperate with attorneys, mortgage lenders and contractors
- *promote sales through advertisement, open houses and listing services
- *Remain knowledgeable about real estate markets and best practices

Sales Representative & Customer service

August 2018 - February 2019

Alahli Bank , Egypt

* Offering credit cards and personal finance for customer.

*Meeting with customer requirements

*Solving customr issues

*Promote bank retail product and services to potential customer by making proactive sales efforts and capitalizing on cross selling opportunities in order to achive the sals target

*Build and maintain effective business relationship with customers

Senior Sales

May 2016 - March 2018

Masaken , Company ,Egypt

*Build Good Working Relation

*Listen To customer Requirements and present Appropriately to make sale

*Negotiate the terms of an agreement related result as needed

*Achive of target by 120%

Junior accountant

JULY 2015 - April 2016

Alsaad company , Mansoura , Egypt

*Prepare journal Entries for various Accounting Restrictions

*Record of procurement and payment to suppliers

*Record sales and collection operation of clients

Personality

Good Looking

Creativity

Organized

Communicative

SOFTWARE SKILLS

Microsoft Word

Microsoft Excel

Microsoft powerpoint

Internet

Languages

Arabic : Native

English: High Competition

Visa Status

Employment Visa

Driving License

In Process

Certificate & Courses

*Computer and managing fiels (MS windows)

*Word processing (MS Word)

*Presentation (my power point)

*Spread sheets (MS Excel)

*Database (MS Access)

*Basic concepts IT

*Information and communication

Qualifications

*Team Work Sprit and co-operation

*hard worker under stress

*Good communication skills

*Self-motivation

*Ability to face & solve problems

*Flexibility to learn and handle any new tecnology

*Helpful attitude

*Capable of managing multiple tasks

References

References available upon request.