



Roger AL-Shahaf

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Dubai –UAE

Personal Details,

- ✓ Date of Birth: 17 September 1999
- ✓ Nationality: Syrian
- ✓ Degree:
Faculty of Tourism Damascus University
- ✓ Languages: English & Arabic: Mother Tongue

Personal skills

- ✓ Success and results driven
- ✓ Punctual and well presented
- ✓ Confident Outlook
- ✓ Good Listener
- ✓ Able to work individually or in a team
- ✓ Open Minded and non-judgmental
- ✓ Attention to details
- ✓ Adaptable to new situations
- ✓ Enjoy a competitive environment
- ✓ High energy levels
- ✓ Able to work under pressure
- ✓ Problem solving

Hobbies

- ✓ Nature explorer, Web Surfing
- ✓ History Book reading
- ✓ Swimming

Career Objective,

Innovative, proactive, profit-oriented Operations professional with demonstrated success in increasing revenues, market share and earnings, achieving cost reductions and improving client satisfaction in customer-facing operations and large diverse organizations. Staffing and business process analyses. Consistently identifies and accelerates strategic measures to strengthen performance with sustained operational results. Builds long-lasting client and business partner relationships to mutually benefit all the parties and stream line operations to enhance performance with 14 Years of extensive experience

Work Experience,

AMWAL Real Estate LLC

Property Consultant

Business Bay, Dubai, UAE

Jan-2021 – Present

- Prospecting, qualifying and generating new sales lead thru social media, roadshows and campaign.
- Finding new clients, creating a strong referral pipeline and building powerful relationships with them.
- Representing the sellers in negotiation with prospective buyers and advising clients and helping buyers to decide what they want to buy.
- Generate lists of properties that are compatible with buyer's Needs and financial resources.
- Keeping up to date information about the trends in the local residential property market, as well as the commercial market.
- Accompany buyers during their visits and inspections of any property, advising them on the suitability and value of the units they are visiting.

Clossal Real Estate

Sales Agent

Dubai Tecom

Jan 2020 – Oct 2020

- Dedicated in house marketing team and regular flow of leads
- Exposure to Local Events and International Road Shows
- Dedicated in Achieving targets.

- *Experience in Off-plan project properties/secondary markets and new developments*
- *Property valuation as per current market analysis*
- *Obtaining new listings, preparing for advertising and monitor all listings.*

Elissar Restaurants

Customer Service

Damascus, Syria

June 2017 – Oct 2019

- *Provide excellent customer services*
- *Greet customers and present menus*
- *Make suggestions based on their preferences*
- *Take and serve food/drinks orders*
- *Up-sell when appropriate*
- *Arrange table settings*
- *Keep tables clean and tidy at all times*
- *Deliver checks and collect payments*
- *Cooperate and communicate with all serving and kitchen staff*
- *Adhere to all relevant health department rules/regulations and all customer service guidelines*
- *Provides customer additional information or explains services*
- *Discusses products offered and ensures customer satisfaction*

Inter Personal Skills

- *Excellent interpersonal and relationship building skills in order to develop manage and leverage relationships with clients, internal and/or external business partners.*
- *Significant presentation/interactive skills sufficient to clearly articulate complex conceptual information/ideas on issues involving extensive interpretation and opinion.*
- *Negotiating and influencing skills to shape decision-making processes at senior levels and resolve. situations where compromise solutions are often negotiated.*
- *Creativity skills sufficient to resolve complex problems and/or identify innovative alternatives & opportunities.*

