Naji

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**Personal Summary**

A highly efficient, results driven and capable marketing executive with a proven ability to effectively develop, manage and control relationships between the company and its target audience. Having a proven track record of quickly understanding a marketing campaigns mission, vision and objective and then communicating this to potential customers. Enjoying challenging briefs & able to work to an excellent standard under considerable pressure which presenting a positive image to clients & colleagues.

Now looking for a suitable position with an ambitious & exciting company.

**Working Experience**

**DAMAC Properties Development, Dubai, UAE.**

**Property Consultant** **Feb 2015 – Feb 2017**

**Responsibilities:**

* Responsible for meeting personal sale targets and contributing to the achievement of overall company sales targets.
* Develop and maintain effective customer relationships.
* Present real estate properties in the best light to promote sales and offer financing advice based on each client’s needs
* Provide regular written and oral feedback to vendors on market indicators and buyer interest

**Zwilling J.A. Henckels, Dubai, UAE.**

**Sales Supervisor** **July 2011 – Jan 2015**

**Responsibilities:**

* Selling a range of products and services, to both new and existing clients.
* Working on high quality appointment setting campaigns.
* Making B2B outbound telesales calls.
* Conveying technical information to customers.
* Closing sales and making plans to gain repeat business.
* Attending tradeshows & industry events.
* Performing administrative duties.
* Using the latest sales software.
* Recruitment for the sales team
* Doing interviews
* Doing training and developing the team.
* Booking appointments for sales representatives to visit potential customers.
* Using Word & Excel to write reports and create invoices.
* Maximising every sales enquir
* **Previous Experiences:**

**Inter Continental Hotel, Doha, Qatar.**

**Sales & Marketing Apr 2008 – Apr 2011**

**Responsibilities:**

* Assisted the sales manager and director in implementing sales strategies.
* Review information on sales meetings, conventions, training classes, over-night travel and other functions held by organization members to select prospective customers by hotel services.
* Verified reservation by mail, drew up contract and obtained signatures.
* Conferred with customers and hotel department heads to plan function details, such as space requirements, publicity, time schedule, food service and decorations.

**Inter Continental Hotel, Abu Dhabi, UAE.**

**Sales & Marketing Sept 2004 – Jan 2008**

**Responsibilities:**

* Communicating with clients prior to their course and recording all correspondence.
* Compiling client Information Packs.
* Assisting with the copy writing of marketing materials developing and implementing ideas for the marketing and sales of our courses and possibly our hotel and restaurant.
* Utilizing social networking opportunities to facilitate sales and increase brand awareness.
* Assisting with promotional events.
* Attending and presenting at trade shows and school fairs.
* Supporting the Sales Manager and the Marketing Manager in all aspects of their work.

**Key Skills and Competencies**

* Experience in being involved in multiple marketing campaigns in parallel.
* Thorough understanding of promotional and advertising activity.
* Ability to work in a fast paced and evolving sales environment.
* Ability to troubleshoot independently.

**Academic Qualifications**

**Notre Dame University, Louaize.**

**Bachelor of Business Administration**

Marketing & Advertising

**Personal Detail**

Name : Naji

Date of Birth : 26th February, 1983

Nationality : Lebanese

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