**Rafat**

**Rafat.367244@2freemail.com**

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| **Objective**  **Professional Experience** | Seeking a challenging sales and consultancy position in a progressive, teamwork oriented organization that would develop and cement my experience and professional skills and help me diversify more my knowledge and abilities.**1- Job** **title: Senior Property Consultant****Employer:** Schon Properties , Dubai, UAE.**Address:**    Dubai, Sheikh Zayed Road**Length of Employment:** 01/10/2015 Up to 01 /02 / 2017Job Description:- 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. |
|  | **2- Job** **title: Business Development Executive****Employer:** Stralet Limousines Passenger Transport.**Address:**    Dubai, Deira**Length of Employment:** 01/02/2013 Up to 01/09/2015 Job Description:* Working in the sales department and telephone device ( Call Select Business) Provided by Du.Duties included.
* Saturate an area to gather prospective clients .
* Generate and update daily sales report.
* Maintain good relationship with the customers to achieve customer loyalty.
* Building a good rapport with the clients to be able to retain connection and even get referrals as well.Able to achieve targets on a monthly basis.

**3. Job** **Title: Sales Executive****Employer:** ContinentAD **Address:**   Dubai**Length of Employment:** 01/08/2011 - 01/01/2013 **Job Description:** * Maintaining relationships with existing customers through regular communication with them.
* Visiting potential customers to demonstrate products and potential markets.
* Contacting clients by a personal visit to negotiate the terms of an agreement and conclude sales.
* Negotiating variations in price, delivery and specifications with managers.
* Gaining a clear understanding of customers businesses and requirements.
* Making accurate and rapid cost calculations.
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|  Education | - Electrical Eng Assistant - Damascus University- Networking – Al Ghad Institute |
| Languages |  Arabic: Mother tongue English: Very good command of reading, writing and speaking |
|  Hobbies |  Reading, especially science and computer related Listening to music and teaching  |
| References |  Available upon request |