**Rafat**

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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 / 2017  Job 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. |
| 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 |