**Abdullah**

**E-mail/** **Abdullah.375437@2freemail.com**

**HIGHLIGHTS OF QUALIFICATIONS**

* Over 10 years of experience in residential and commercial sales in various companies and roles
* Great knowledge and experience in market research, sales, customer service and management
* Academic knowledge and training in sales from College of Lake County, Chicago, IL, U.S.A
* Winner of Fulbright academic award to receive business related training in U.S.A
* Excellent communication and people skills
* Target oriented, flexible, easy learner and a key team player
* Outstanding ability to identify customers needs and build a strong lasting relationships with customers
* Ranked as the top sales person in all the companies I worked for
* Fluent in Arabic and English
* Proficient in using Microsoft office package

**PROFESSIONAL PROFILE**

**Sales Manager 2014-present**

**Al-Kemma for Real Estate, Alexandria Egypt.**

* Successfully marketed 128 residential units with the value of 100 million Egyptian pounds
* Planned, supervised and implemented the marketing plan
* Identified the targeted marketsand carried on the market research accordingly
* Contacted buyers, identified their needs, booked and supervised units viewing
* Provided customer service, answered related questions and managed sales negotiations
* Interviewed candidates, hired, trained and supervised two staff members

**Sales Team Lead 2012-2014**

**Al-Mimary Group for Real Estate, Alexandria Egypt.**

* Answered phone calls, responded to clients inquiries and provided customer service
* Prepared sales contracts, explained them to clients and addressed all their concerns
* Sold summer resort unites and met my sales target
* Booked and facilitated units viewing

**Sales Team Lead 2011-2012**

**Sales Representative 2006-2010**

**Al-Awael for Investment and Real Estate, Alexandria Egypt**

* Sold residential units with an average value of 10 million Egyptian Pounds per year
* Sold commercial units and managed to sell a commercial unit to be the main office space for a well known bank in Egypt ( Arab African International Bank)
* Trained new sales staff, supervised and supported them
* Created the marketing plan, oversaw it and followed up on it
* Exceeded the sales target determined by the management
* Ranked as the highest sales person for 3 years
* Met with clients, identified their needs and helped them accordingly
* Built strong and continuous relationships with both the clients and the business owners

**Commercial Sales Representative 2004- 2006**

**Sama for Real Estate, Alexandria Egypt**

* Marketed 30 commercial units at the Downtown Mall in Alexandria
* Booked and facilitated units viewing
* Answered phone calls, emails and provided customer service
* Provided after sales follow ups

**Sales Intern Feb 2011 – May 2011**

**Client Solution Services, College of Lake County, Chicago, IL, U.S.A**

* Interviewed sales persons to identify their goals and training needs
* Gave recommendations to improve training strategies
* Prepared reports to the management based on the collected data
* Helped in designing the training courses and followed up with the trainees after to evaluate their experience

**TRAINING AND EDUCATION**

* Emerging Leaders Training, College of Lake County, Chicago, IL, U.S.A 2011
* Bachelor of Agricultural Science from University of Alexandria, Egypt 2004