

**FAISAL**

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Mob# C/o 971505891826

Employment Visa (UAE, Dubai)

Driving License UAE + Car

**OBJECTIVE**

To work for an organization, offering challenging and competitive environment with professionalism and career growth.

**CAREER SUMERY**

Started professional carrier after completing study MBA in 2005 in Sales and Marketing, UAE Dubai professional experience from December 2013 Sales and Marketing in Real Estate. Easily establish rapport & build strong customer relations. Solid understanding of Sales, Marketing developing creative ways for building a strong channel base & systems which facilitate consistent follow-up of customer satisfaction. Results- & success-driven history of driving companies' success increase in revenue growth through long term vision, creativity, & an intuitive sense for 'what works' in marketing, advertisement, promotions, & product development. Communication skills demonstrated through verbal & oral abilities.

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| • **Organizational Management** | | | **• Market Research** |
| **• Client Relationship Management** | | | **• Team Management and Leadership** |
| **• Performance Analysis** | | | **• Marketing Strategies** |
| **• Business Communication** | | | **• Total Quality Management** |
| **Organization:** | | | **Azizi Developments, Dubai** |
| Duration: |  | | June 2017 to till date |
| Department: | | | Sales and Marketing |
| Job Title: | | | Property Consultant |
| **Job Description:** | |  |  |

* Assessing the suitability of new clients with property sales and development.
* Keeping clients inform of the current position of their portfolio.
* Meeting clients to utilize different channels
* Growing sales volume by establishing, cultivating and maintaining relationships with clients, builders, financial partners, investors and retail customers.
* Personally managed the real estate process from start contracts documents to closing.
* Developed and maintained an expanding client base with consumers.
* Analyze market trends to determine competitive market prices.
* Develop relationship with clients to understand their needs and provide the best solution.
* Guide clients with their investment portfolios for projects.

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| **Organization:** | | **Fam Properties, Dubai** |
| Duration: |  | Jan 2016 to June 2017 |
| Department: | | Sales and Marketing |
| Job Title: | | Real Estate Advisor |
| **Job Description:** | |  |

* Growing sales volume by establishing, cultivating and maintaining relationships with clients, builders, financial partners, investors and retail customers.
* Personally managed the real estate process from start contracts documents to closing.
* Developed and maintained an expanding client base with consumers.
* Analyze market trends to determine competitive market prices.
* Develop relationship with clients to understand their needs and provide the best solution.
* Guide clients with their investment portfolios for projects.
* Assessing the suitability of new clients with property sales and development.
* Keeping clients inform of the current position of their portfolio.
* Meeting clients to utilize different channels.

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| **Organization:** | | **Atomic Properties, Dubai** |
| Duration: |  | Jan 2014 to Dec 2015 |
| Department: | | Sales and Marketing |
| Job Title: | | Real Estate Broker |
| **Job Description:** | |  |

* Develop relationship with clients to understand their needs and provide the best solution.
* Guide clients with their investment portfolios for projects.
* Assessing the suitability of new clients with property sales and development.
* Keeping clients inform of the current position of their portfolio.
* Meeting clients to utilize different channels.
* Growing sales volume by establishing, cultivating and maintaining relationships with clients, builders, financial partners, investors and retail customers.
* Personally managed the real estate process from start contracts documents to closing.
* Developed and maintained an expanding client base with consumers.
* Analyze market trends to determine competitive market prices.

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| **Organization:** | | **NIB Bank, Pakistan** |
| Duration: |  | 2009 to 2013 |
| Department: | | Sales And Marketing |
| Job Title: | | Sr. Relationship Officer |
| **Job Description:** | |  |

* Ability to use judgment when reviewing a client to ensure all issues and concerns are managed in time.
* Built a strong relationship with customers and team to increase Sales.
* To practice excellent customer service.
* Meeting with potential customers to increase productivity.
* To source and follow up the customer.
* Offering opportunities according to the bank policy and credibility.
* To achieve monthly assigned target.
* To participate and attend trainings.
* To review, recommend and follow-up on clients.
* Provide excellent satisfaction to the customers to reduce the risk.
* Establish contact for developing relationships with prospects, recommending solutions.
* Maintain relationships with clients by providing support, information, and guidance researching and recommending new opportunities, reducing portfolio increase profit of the bank and service improvements.
* Ensure that all the cases resolve within the agreed timeframe.

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| **Organization:** | | **Habib Bank Ltd. Pakistan** |
| Duration: |  | 2008 to 2009 |
| Department: | | Sales and Marketing |
| Job Title: | | Sales officer |
| **Job Description:** | |  |

* Identifies business opportunities by identifying prospects, researching and analyzing options.
* Analyzing products by establishing contact and developing relationships with prospects, recommending solutions.
* Maintain relationships with clients by providing support, information, and guidance researching and recommending new opportunities, recommending profit and service improvements.
* Identifies product improvements or new products by remaining current on trends, market activities, and competitors.
* Provide, the bank customers with personalized banking advice including investment advice and other information as needed.
* Pre-screening of different segments as per approved criteria.
* Day end checking of decline cases.
* Income estimation of Self-Employed Customers through bank statements.
* Record keeping of customer MIS, both physical & soft copy.
* Daily reporting to Management for day end MIS and forwarding applications to Head office.

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| **Organization:** | | **United Bank Ltd. Pakistan** |
| Duration: |  | 2006 to 2008 |
| Department: | | Sales and Marketing |
| Job Title: | | Marketing Officer |
| **Job Description:** | |  |

* Develop positive business relationship by visiting the existing and potential customers and advising them on their specific requirements and the products available with the bank.
* Provide excellent satisfaction to the customers according to their need of various products.
* Ensure that all product applications are filled accurately, within the agreed timeframe & all the required documents are obtained.
* Follow Bank Policy for all segments.
* Check Rejection Review cases.
* Telephonic Verifications of all segments of the product.
* Maintain MIS of rejected and approved cases.
* Make analysis of the customer profile.
* Check External Management Verification report.
* Coordinate with Fraud and Risk Management Unit for discrepancy cases.
* Analyzing financial statements to view customer profitability.
* Coordinate and follow up with management as well as customers.

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| **Organization:** | | **Angora Textile Mill Ltd. Pakistan** |
| Duration: |  | 2005 to 2006 |
| Department: | | Marketing and Sales |
| Job Title: | | Merchandiser |
| **Job Description:** | |  |

* To participate and attend relevant sales trainings.
* To review, recommend and follow-up on clients and documentations.
* Ability to use judgment when reviewing a client to ensure all issues and concerns are managed on time.
* Built a strong relationship with customers.
* Calculate prices of the inquiries and finalize prices with the buyers.
* Monitor the sampling of different articles and ensure samples must be dispatch as per buyer requirements.
* Ensure the delivery must be as per buyer requirements.
* Monitor the production during the order execution and assure the buyer requirements.
* Get quality report from the Quality Assurance Department.
* Correspond with Buyers and transfer information to the relevant department.

**QUALIFICATION**

**Master of Business Administration (MBA)**

Attested Degree from UAE

Major in: Marketing

Riphah International University, Pakistan

**Graduation**

University of The Punjab, Pakistan

**COMPUTER LITERACY**

Microsoft Office™ (Word™, Excel™ PowerPoint™)

Adobe, Photoshop, Windows

Internet & Research

**HOBBIES**

* Book reading, Jogging , Listen Music, Net surfing

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| **PERSONAL PROFILE** | |  |  |
|  | Nationality | | Pakistan |
|  | DOB | | 06-09-76 |
|  | Languages | | English, Urdu, Punjabi, Hindi |
|  | Father’s Occupation | | Pakistan Air Force |