



EMAD ABDEL MALIK

Job Title **SENIOR SALES EXECUTIVE**
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EMPLOYMENT DETAILS

DAR ALEBDA REAL ESTATE BROKER, UAE – DUBAI

Buying and selling Brokerage company

Dec 1st 2016 Till NOW

Job Title: Sales Executive Company Size 80 Employees

- Searching for new leads and feeding back the manager with potential clients daily.
- Follow up with potential clients to propose new offers.
- Provide guidance and assist sellers and buyers in selling property for the right price under the best terms
- Determine clients' needs and financials abilities to propose solutions that suit them
- Strong negotiation processes, consult clients on market conditions, prices, mortgages, legal requirements and related matters, ensuring a fair and honest dealing
- Participated at « APS PROPERTY SHOW » world trade center, April 2017
- Participated at « CITYSCAPE ABU DHABI » exhibition center, April 2017
- Participated at « CITYSCAPE DUBAI » world trade center, September 2017

EL-MANAR COMPANY FOR REAL ESTATES, Egypt - Alexandria

For Real Estates and Project Management.

Dec 3rd 2013 To Oct 15th 2014

Job Title: Sales Consultant and Customer Services Company Size 55 Employees

- Feeding back the manager with potential sales results monthly.
- Follow up with potential clients to propose new offers and B2B sales.
- Responsible for Sales indoor and making direct sales retail.
- Creating new sales channels by networking with prospective customers.

ARWA FOR REAL ESTATES AND DEVELOPMENT, Egypt - Tanta

For Real Estates and Project Management.

Feb 10th 2013 till Nov 25th 2013

Job Title: Sales Consultant Company Size 12 Employee

- Responsible for Sales indoor by taking phone calls from potential clients.
- Helping customers that facing problems with their apartments.
- Creating new sales channels by networking with prospective customers.

ACADEMIC BACKGROUND

Bachelor degree, Education Department of English.
Overall grade: good

Tanta University, Egypt

Year completed: 2014

High School

Copts high school, Tanta, Egypt

Year completed: 2010

CERTIFICATES

Real estate buying & selling brokerage certificate
From Dubai Real Estate Institute.

Successfully completed an examination for real
Estate Brokers from Dubai Real Estate Institute
Valid till 30 Oct 2018.

BULATS at Cairo University, Pathways to
Higher Education.

Successfully completed a 75-hour English
Language Course and held from 4th to 15th
September 2014, at Cairo University.

LANGUAGES

Arabic level

Native speaker

English level

Excellent command in speaking and Writing

SKILLS

- Holding a UAE driving license valid till 2020.
- Expert in MS Office Package.
- Able to manage tasks independently, being self-planning and organizing.
- Able to deliver a good amount of work keeping quality standards.
- Efficient and effective to work as part of a team but also resume responsibilities individual tasks.
- Active Listening.
- Post-Sale Relationship Management.
- Strong presentation skills.
- Use psychology to engage the buyer.
- Use a variety of marketing skills
- Trust Building.
- Communication Skills.

Address: Sharjah - Al Majaz – [Transferable Visa].

Date of Birth: 01st January 1993

Marital State: Single

**Hope that meet your expected requirements for that career found in this dynamic, multitask
and driven person.**