



## HASSAN GHOZLAN

Accomplished Real Estate Sales Agent with more than 3 years of residential and commercial sales experience, and proven sales track record.

Successful in closing business and developing long term relationships with clients. Adept in contract drafting, negotiation, market research and client analysis. I have a logical and clear mind with a special approach to problem solving. I work well within teams, as a team player or a team leader.

## EXPERIENCE

### ❖ ASSISTANT MANAGER

Jul. 2018 - Till NOW

#### ❖ I Home Real Estate -DUBAI, UNITED ARAB EMARITES

- ✓ Job Responsibility
  - Assist the General Manager in planning and implementing strategies to attract customers
  - Coordinate daily customer service operations (e.g. sales processes, leads and requirements)
  - Track the progress of weekly, monthly, quarterly and annual objectives
  - Monitor and maintain Company inventory
  - Evaluate employee performance and identify hiring and training needs
  - Supervise and motivate staff to perform their best
  - Suggest sales training programs and techniques

### ❖ PROPERTY CONSULTANT

Jan. 2018- Jul. 2018

#### ❖ I Home Real Estate -DUBAI, UNITED ARAB EMARITES

- ✓ Job Responsibility
  - search prospect, obtain leads and develop new business opportunities in order to reach sales targets.
  - Captures leads and prospects and maintains a database for such prospects.
  - Ensures all customer information is captured.
  - Validates and verifies all documentation submitted by the clients.
  - Completes other assigned tasks within given deadlines.
  - Prospects and meets clients outside the sales office.

### ❖ PROPERTY CONSULTANT

Feb. 2016 - Jan. 2018

#### ❖ Green Valley Real Estate - Abu Dhabi, UNITED ARAB EMARITES

- ✓ Job Responsibility
  - Responsible for selling properties of Green Valley Real Estate Group in Dubai, Turkey, Bosnia, Georgia, Morocco,
  - Advising clients on investment opportunities and provide them with market conditions, prices, mortgages and related matters.
  - Interview the clients to determine the kinds of properties they are seeking.
  - Review plans for new construction with clients, enumerating and recommending available options and features.
  - Following with the clients and collecting the cheques.

### ❖ SALES OFFICER

Aug. 2015 - Feb. 2016

#### ❖ Maslak Real Estate - Abu Dhabi, UNITED ARAB EMARITES

- ✓ Job Responsibility
  - Responsible for selling Maslak Real Estate properties in Turkey, Thailand
  - Answer all lead and customer questions accurately
  - Facilitate cold and warm calls to prospective leads
  - Communicate with leads and customers via email
  - Advising clients on investment opportunities and provide them with market conditions, prices, mortgages and related matters.
  - Interview the clients to determine the kinds of properties they are seeking.



## CONTACTS

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☎ (+971) 552233652

📍 Sharjah, UNITED ARAB EMARITES

🌐 [www.linkedin.com/in/hassan-ghozlan](http://www.linkedin.com/in/hassan-ghozlan)

## COMPUTER SKILLS

OFFICE	★ ★ ★ ★ ★
AUTO-CAD	★ ★ ★ ★ ★
PHOTO SHOP	★ ★ ★ ★ ☆
Web Designe	★ ★ ★ ☆ ☆

## TRAINING & COURSES

- English Conversation Full Course At (Khwarizmi Training Solutions) (AUC).
- AUTO-CAD At (Khwarizmi Training Solutions) (AUC).

## PERSONAL SKILLS.

- Meeting Sales Goals.
- Independence, Motivation for Sales
- Presentation Skills.
- Client Relationships.
- Negotiation, Prospecting Skills.

## LANGUAGES

ARABIC	██████████
ENGLISH	██████████
Russina	██████████

## PERSONAL DETAILS

NATIONALITY	Syrian
MARITAL STATUS	Married
BIRTH DATE	01-01- 1986
AVAILABILITY	1 Month notice

## EDUCATION

Master Degree in Physics    March 2015