



wael mohamde
Int. Sales Consultant



“A motivated Certified International Sales Consultant who has a long track record of exceeding set targets looking for challenging sales management position in The Arab Gulf states”

Summary

A dynamic, and innovative sales consultant with 14 years of experience who has a long track record of successfully managing and growing accounts, and achieving sales targets. A proven 'closer' with a history of developing new business pipelines and delivering quota smashing sales results. Able to bring an organized and systematic approach to any sales department, able to sell into all market sectors and on a more personal level, able to maintain excellent working relationships with colleagues and 100% customer satisfaction.

Personal Information

Languages: Arabic (Mother Tongue), Good English.

Date of Birth: 3/7/1982

Nationality: Egyptian

Mobile: 00966565938366

Marital Status: Single

Work Experience

Assistant Sales Manager

Unique properties - Dubai

(/ FOR YET) – Saudi Arabia

i have built a high reputation in Dubai Real Estate market by winning multiple awards from top developers like Emaar, Dubai Properties, Nshama, Dubai South and Danube

Skills

Knowledge in cultures

* Facilities management

* Customer focus and services

* Manage customers and suppliers

Take the initiative

* Business efficiency

* communication skills

* Network based on trust

Areas of Expertise

SALES

- Consultative Selling
- Sales Planning
- Sales Forecast
- Revenue Growth
- Account Management
- Price Negotiation
- Strategic Sales Activities
- Qualifying & Prospecting
- Sales Motivation & Coaching

MANAGEMENT

- Problem solving and decision making
- Manage multiple sales RFI, RFQ, RFP shifting priorities
- Sales staff recruiting, training and consulting
- Sales performance management
- Manage difficult & under-performing sales employees
- Driving sales process efficiency
- Managing different sales territories
- Account budgets, expenditure

Real Estate Marketing and Development Manager

Jamal Baglaf Holding Group

(December 2015/ June 2017) – **Saudi Arabia**

The development of real estate projects

Construction cost is calculated & expected income is calculated after the real estate development

Follow-up maintenance work

Follow-up collection

Follow-up rents

Develop marketing plans in Saudi Arabia and the UAE

Action Real Estate Worksheets

Marketing real estate business

Real Estate Marketing and Development Manager

aflak Investment and real estate development

(June 2013 / October 2015) – **Saudi Arabia**

Preparing and sending weekly sales reports and attend meetings in a timely manner with senior management and the Executive Director.

- Helping investors obtaining home loans or equity release.
- Providing the best insurance package.
- Selling properties in the local and international Market.
- Recruiting Agents.
- Developed marketing plans to assist home sellers with effectively marketing their home for sale.
- Successfully working with home buyers and sellers to profitably list and sell homes while ensuring positive experiences for everyone involved.
- Liaising with other professionals, such as estate agents.
- Contacting clients with news of new financial products or changes to legislation regarding their savings and investments

Regional Sales Consultant (Saudi Arabia, Bahrain)

(Realty Executive International)

(March 2011/ Apr 2013) – **Saudi Arabia**

Sales Consulting, Management & Training

Create solutions that fit each sales culture and situations, helping to execute new sales strategies. Provide professional sales consulting solutions in; Sales Diagnostic, Sales Performance Assessment, Sales Performance Management, Sales Territory management, Sales Account Planning & Customer Retention, Sales Forecast, Quota setting, Pipeline Management, Sales Force Hiring and Outsourcing, Sales Monitoring and Coaching.

Sales of real estate finance adviser (Saudi Arabia)

Al Jazira Bank (January 2010 / February 2011) – **Saudi Arabia**

Mortgage Consulting

forecasts, and P&L accounts

MARKETING

- Lead Generation
- Marketing Planning
- Competition Analysis
- Marketing Campaigns
- Market Research
- Brand Awareness

Setting sales goals through the creation of 2010 sales plan and setting quotas for areas in support of regional goals. Maintains and expands customer base by penetrating the building and maintaining a relationship with key customers, and identify opportunities for new customers.

Customer inquiries – Handling and resolving.

- Opening & closing of Accounts – All types.
- Personal Loans, Mortgages, Auto Loans and, Visa Credit Cards.
- Updating Customer records and follows up for documents.
- Handling inquiries and processing the Sales of the bank products and services to achieve the targets.
- Attending Customer calls and, visits.

Real Estate Consultant (Saudi Arabia, Bahrain, Lebanon, London)

Ajwaadubai property company (Nov 2007 / December 2009) – **Saudi Arabia**

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Deputy director of real estate marketing (SAUDI)

El amry group of real estate development (September 2004 / Oct 2007) – **Saudi Arabia**

Working with

Development Committee in Mecca

A member of the assessment of land in the expansion of the Grand Mosque in Mecca and the disbursement of compensation

Follow-up of the real estate market and real estate exhibitions

The work of the evaluation reports and real estate valuation

Customer Service

- Customer Retention
- Referral Systems
- Objection Handling
- Product Knowledge
- Testimonials
- Relationship Management
- Loyalty Programs

Personal

Field visits to the sites

Greatest Achievement in Sales

Target annual sales target of 12 million Saudi riyals

Investigator in the last two years

2011 company selling the land area of 7000 square meters commercial value of SAR 32 million portfolio of owned real estate MEFIC

The following year, 2012 Rental largest shopping mall with an area of 120 thousand square meters and the number of stores 162 \$ 57 million smash Altargit riyals annual

Sale 12 Villa \$ 26 million with the ajwaa Dubai proprites 2009

Academic Qualifications & Certification

2013 Diploma of human resources management (AMERICAN INSTITUTE OF PROFESSIONAL STUDIES) A.I.P.S

2012 International CPA in assessing property from Ralaty company American Executive Account of the Property

2005 Diploma of Professional Sales skills (Scientific informatics Research Academy): National Bioinformatics institute (NBI) California U.S.A

2004 B.Sc. Faculty of commerce, Accounting department, cairo university,.

Training & Courses

AdvancedMicrosoft: Office (Word, Excel, Access ,Outlook and PowerPoint), Internet applications.

Advanced Comsys (general accounts).

Advanced Double click (Sales- buying – marketing – clients "customers" – stores – propaganda and advertisement- general accounts).

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City & Guilds

Emirates international
HR & Management Consultancy

Our Vision for
Your Profession

- Communication Skills
- Performance orientated 'Can do' attitude
- Problem Solving
- Talented Good Judgment
- Presentation Skills
- Friendly, outgoing and motivational
- Time Management
- Helpful, Enjoy helping people solve their problems

Previous Customers

Development Committee in Mecca

General Secretariat of the planning and evaluation of land in the expansion of the Grand Mosque in Mecca and the disbursement of compensation

Al Salam Bank Bahrain
The Government of the State of Bahrain

Emirates Bank

Bank Al Jazira

Bin Laden Group

Sectors & Industries