



AZHAR HUSSAIN

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Visa Status: **OWN 2 YEARS VISA**

CAREER OBJECTIVE

To get the challenging position at a highly-reputed organization, where I can utilize my interest for learning and enhance skills.

Adept at moving into new environment and extrapolate from existing experience to quickly adapt to new technology.

SKILLS & Languages

-Microsoft Word, Excel, Power Point
-Propforce Software
-CRM Software
-Zoho Software
-Team Leader

-Good Communication
-Real Estate Management
-Urdu
-English
-Time Management

EDUCATION

BS Honors (Commerce)

University of Bahawalpur (Pakistan)

EXPERIENCES

Company Name: AAA Fair Deal (Dubai)

Designation: Relationship Manager

Work Tenure: June 2024- Current

RESPONSIBILITES:

- Be knowledgeable about product
- Identify prospective customers, lead generation and conversion
- Contact new and existing customers to discuss needs
- Emphasize feature products to highlight how they solve customer problems
- Answer questions about products
- Get in touch with market dynamics
- Educate the client where they can maximize the profit
- Negotiate and convince the clients according to the needs
- Maintain brand image by giving excellent services
- After sale services to clients and entertain them with best
- Maximizing the targets of company revenue



Company Name: Footprint Real Estate (Dubai)

Designation: Relationship Manager

Work Tenure: May 2024- June 2024

RESPONSIBILITIES:

- Collaborate with real estate professionals to assess the risks, opportunities and weaknesses of potential properties
- Sell low-performing property assets
- Advise clients on real estate investments
- Provide reports on the state of clients' property investments
- Approach potential customers to cultivate fruitful relationships
- Excellent analytical skills and can analyze data and market trends to identify business opportunities and make informed decisions.
- Identify client demands and develop strategies to meet them.
- Support high-quality sales, supply and customer service operation



Company Name: ParkView City

Designation: Sales Manager

Work Tenure: Dec 2022- Mar 2024

RESPONSIBILITIES:

- Communicating with clients via phone calls, emails, or in-person
- Identifying and resolving client queries
- Maintaining a detailed and accurate record of all client details and communications
- Proficiency in Microsoft Office, CRM, and sales software programs i.e Zoho
- Achieving the assigned sales target
- Carrying out thorough research and analysis of the real estate and/or property market to identify areas with increasing demand and profitability



Company Name: Zameen.com

Designation: Key Account Manager

Work Tenure: Jan 2022- Dec 2022

RESPONSIBILITIES:

- Organize and run all managerial duties.
- Present PowerPoint presentations and lead skill stations.
- Providing on-ground support for sale associates
- Working on Propforce and maintaining a huge client range
- Making daily reports on the available and upcoming projects
- Guiding the new comers and help them in making the deal successful
- Giving amazing services and providing good relations





Company Name: Zaitoon City

Designation: Manager Sales

Work Tenure: May 2020- Jan 2022

RESPONSIBILITIES:

- Outdoor meetings with client on-site projects
- Working with clients to understand their needs and to agree the scope of each consulting project
- Assisting the manager on making new strategies
- Planning to achieve the company goals
- Attending the meetings with the higher management
- Conducting employee performance review
- Participate in recruitment and dismissal process
- Smooth out the problems within work place
- Address employee and customer's concern