

## Rasha Mohamed Tawakol



### ***Personal Information:***

Date of Birth: 7 – 11 - 1981

Nationality: Egyptian

Phone No: 00201284991919, 00201010901228

### ***Summary:***

I have worked in various fields such as law, sales, and real estate development, gaining experience in communication skills and customer segmentation. In my previous roles, I have successfully dealt with big and key accounts.

### ***Work Experience:***

***04/2013 – 04/2014. Trainee Lawyer at the Office of Chancellor Murtada Mansour.***

Handling legal cases in Governmental Court.

***05/2014 – 08/ 2016. Junior Sales at Amer Group from.***

Responsibilities included making calls to potential clients, holding meetings to make presentations of the company's projects in coastal areas (north coast - Ain Sokhna), and selling chalets in Porto Marina, Porto Gulf Marina, and Porto Sokhna. During the summer season of 2015, the number of units sold reached 189.

***09/2016 -03/2019. Managing Sales at H.A Group (in El-Rehab and Madinaty) .***

Responsibilities included managing meetings between the seller and buyer, preparing sale or rent contracts, and following up with customers until the deal was done. The quarterly sales average was 12 million, serving an average of 97 clients a month, with a closing rate of 88% as a minimum.

***4/2020 till now. Senior Sales at Diarna Real Estate.***

Responsibilities include working on primary sales with major real estate development companies in the New Cairo area (Fifth Settlement and Moustakbal City).

In the last quarter, I sold 96 million EGP to Hassan Allam, 102 million EGP to Palm Hills, 87 million EGP to La Vista, and 65 million EGP to Sodici. I also work on reselling villas in Sabbour projects in New Cairo and achieved sales in the last quarter of an estimated 121 million EGP.

***Education and Courses:***

Mansoura University Faculty of Law 2010, B.Sc. Grade Fair

ICDL, English General American Course

Driving License: Egyptian Driving License

***Skills and competencies:***

Excellent in using computer skills and communication skills

Dynamic and energetic

Hardworking and team player

Presentable and ambitious

***Language:***

Arabic (Mother Tongue)

English (Good)

***References:***

Available upon request.