



# SHERIF OSAMA KHODEIR

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## Summary

Electrical Engineer have been working in customer focused jobs for about 7 years, at this time working on my technical skills and looking for opportunities to work in more technical related positions where I can combine my passion and interest for technology and my gained interpersonal skills as I still have desire, capacity to learn, work and grow.

## Highlights

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- Strategic thinking and planning
- Written and Verbal Communication skills
- Fluent English language
- Goal oriented
- Presentation skills
- Software development
- Sales process
- Phone skills
- Hardware design
- Excellent interpersonal and time management skills.
- Work ethics
- Microsoft Office
- Customer benefit and value focused
- Quickly gain extensive knowledge of products
- Surveys and Analysis

## Education

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**Bachelor in Engineering**

**February 2015**

**Faculty of Engineering, Electrical Communication and Electronics Department**

- Modern Sciences and Arts (MSA) University (Grade: Good)
- University of Greenwich (Bachelor of science) (Third class Honors)
- Graduation Project: Design and Implementation of a Wireless Data-Show Adaptor (Very Good)

## Experience

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### Senior Property Consultant

June 2021 to December 2022

#### Manazel Real Estate

- Private business opened as a partnership with colleagues
- Working as part of the sales team to develop both new and existing markets.
- Find new properties that would add to the company's inventory
- Daily reviewing, prospecting and qualifying clients from different sources and leading them to further steps in the sale by using strategic selling.

### Senior Property Consultant

July 2020 to June 2021

#### ORASCOM Developments

- Promote the company's varied range of coastal residential projects to new or existing clients
- Find new sub real estate agencies to work with our company to reach new clients
- Make presentations in our office or the agency's office to their sales employees and handle their enquiries

### Property Consultant

November 2017 to July 2020

#### Coldwell Banker New Homes

- Utilized strong analytical and problem-solving techniques in order to deliver the correct products to their respective clients that match their needs.
- Take appointments to meet new and existing clients.
- Market, competition and inventory study and survey
- Recognized as employee of the month only after 4 months of working
- Frequently closed deals that served to increase the company share
- Putting daily goals and achieve them to get closer to weekly and monthly goals

### Property Consultant

November 2016 to November 2017

#### Units Real Estate

- Presentation, communication and selling skills development
- Approaching new clients from our booths at different events

- Daily pipeline management and incoming lead qualification

## **Customer Care Advisor**

**November 2015 to July 2016**

### **Vodafone UK**

- Enhanced English Language, excellent telephone manner and listening skills.
- Responsible for UK Accounts
- Handling customer queries on the phone or after the shift
- Maintained our company's image and build rapport while handling fatal customer issues
- Maintained Daily KPIs targets

## **Training**

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### **Advanced Selling skills and Techniques Part II “ by Coldwell Banker**

**December 2018**

- post-selling consolidation, Building Value, Introduction to Negotiation techniques

### **Advanced Selling skills and Techniques Part I “ by Coldwell Banker**

**July 2018**

- Sales process, buying steps, selling techniques

### **Enhanced Embedded Systems “ by Embedded Fab**

**September 2016**

- Learnt and Practiced programming languages like C++, Assembly
- Different Software development methods (Agile, Scrum, Waterfall, V)
- Hardware Design and Software Management of a Team-Based Project  
“ID Entry Controller and Register for Building Access”

- **Basics of Mobile Telecommunication & LTE Advanced “ by SYSTEL Motorola    July 2015**

