

KHALED ALOMARI

Halifax, NS

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PERSONABLE ADAPTABLE OPTIMIZER

PROFILE

Detail oriented professional skilled in financial services and customer relations. Brings value to the organization by optimizing ability to build personable relationships quickly and efficiently. Adaptable and results-driven with a passion for growth and personal development.

Key Skills and Proficiency

- Business Development
- Project Management
- Relationship Management
- Effective Communication
- Budgeting
- MS Office
- Contract Negotiating
- Entrepreneurship
- Sales And Leasing
- Customer Service
- Financial Advice
- Bilingual, English and Arabic

PROFESSIONAL EXPERIENCE

ALOMARI PROPERTY MANAGEMENT AND SERVICES, Halifax, NS

February 2021 – March 2023

Property management services with operations concentrated in repairs, maintenance, Airbnb business development and building trusted relationships with property owners.

Project Manager

Effectively planned, scheduled and coordinated general maintenance and repair projects while delivering prompt and exceptional customer service to property owners. Implemented proactive strategies for property maintenance and developed profitable Airbnb businesses, nurtured professional relationships with owners and vendors. Ensured compliance with local zoning laws.

- Successfully accomplished repair projects for multiple properties with varying objectives, ranging from \$5,000 to \$25,000 budgets. Demonstrated adaptability by efficiently handling up to 3 projects simultaneously. Collaborated with diverse vendors and supervising teams of up to 5 individuals.
- Implemented proactive maintenance and improvement strategies. Negotiated vendor contracts for landscaping, snow removal and pest control services. Skilled in operating properties within budget and expense guidelines.
- Exhibited exceptional attention to detail while developing and preparing Airbnb units, ensured properties were optimally ready and profitable for online listings. This resulted in significant improvements to property and heightened market presence, benefiting customers and driving revenue.

KELLER WILLIAMS SELECT REALTY, Halifax, NS**Jul 2022 – March 2022**

KW is the world's largest real estate technology franchise by agent count, has more 1,100 offices and 200,00 associates across the United States, Canada and around the world.

Realtor- Part time

As a real estate agent, my primary responsibility was to facilitate property transactions between buyers and sellers. This includes conducting market research, listing properties, showing homes and collaborated with experienced real estate agents to learn from their expertise and enhance my skills in showcasing properties.

- Engaged in lead generation through cold calling and networking at social events. This involved reaching out to potential clients and building connections in the real estate market to identify new opportunities.
- Coordinated with clients to schedule and conduct home showings, ensuring they had a positive experience throughout the process.
- Conducted comparative market analysis to accurately estimate property values, enabling informed decision making. To enhance skills, joined online coaching sessions to improve negotiation techniques and present myself professionally in the real estate industry.

NISSAN OREGAN'S, Halifax, NS**Mar 2020 – Feb 2021**

A reputable family-owned business serving Nova Scotians as a trusted automotive dealership.

Selection Sales Specialist

Understanding each customer's unique needs and preferences and expertly guiding them through the car buying journey. Provided exemplary customer service and relations by handling sales negotiations and objections. Focused on driving individual sales targets at 3 to 4 vehicles per week.

- Adapted to rapidly changing markets during the pandemic. At the height of Covid lockdowns, achieved a milestone by selling 5 vehicles in a single month, demonstrating adaptability in challenging market conditions through cold calling. Additionally, maintained strong customer relationships by offering personable customer service while optimizing use of CRM tools.
- Engaged customers in sales consultations, explored various purchasing options including financing and leasing. Provided valuable insights into advantages of investing in additional products such as extended warranties, ensured customers were well informed on their investment choices.

CIBC, Halifax, NS**Feb 2017 - Mar 2020**

A trusted and established financial institution that has consistently ranked among Canada's major banks.

Financial Services Representative

Serving as first point of contact and working in a fast-paced environment. Managed an average of 40-80 inbound telephone banking calls daily, developing expertise in financial products, ensuring informed client guidance while evaluating accounts for regulatory compliance. Actively identified cross-selling opportunities, processed various financial transactions accurately and assisted clients with online banking needs.

- Supported business growth through superior client experiences and building trusted relationships by effective communication and collaboration across departments. Analyzed and reviewed accounts to identify assets and liabilities, recommended the right products enabling client's financial success.
- Participated in weekly team meetings, shared insights on workflow and performance metrics. Provided ongoing training to new team members.
- Identified and resolved client complaints, used sound judgement and empathy, consistently aimed to exceed client expectations, maintaining loyalty and retention.

EDUCATION AND CERTIFICATIONS

Bachelors in Business Administration , St. Francis Xavier University	2016
Foundations of Project Management , Google	2023
The Founders Journey: An Entrepreneurial Process , Morrisette Entrepreneurship	2023
Business Decision Making and Green Solutions , Saskatchewan Polytechnic	2023
Licensed Realtor , Nova Scotia Association of Realtors	2022
International Student Leadership , St. Francis Xavier University	2016

VOLUNTEERING

CIBC, Fundraising Run For The Cure	2018 – 2019
Saint Francis Xavier University, International Student Office	2014 – 2016

HOBBIES AND INTERESTS

Beyond my professional life, I'm passionate about physical activities, particularly CrossFit, where I thrive on pushing boundaries and fostering teamwork. I also cherish outdoor pursuits like paddle boarding and hiking, finding solace in nature. Additionally, I'm committed to personal growth through learning French at Université Saint- Anne.