

Contact

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- JBR, Dubai

Core Skills

- Property Management
- Leasing & Tenant Relations
- Client Relationship Management
- Business Development
- Market Analysis
- Facilities Management
- CRM & Real Estate Software
- Contract & Rent Negotiation
- Regulatory Compliance

Technical Skills

- MS Office Suite
- CRM Tools (Yardi, Salesforce)
- Google Workspace
- Digital Marketing & SEO
- Emerging Technology Awareness (Web3.0)
- Good understanding of Bitcoin, Blockchain and crypto industry

Professional Strengths

- Strong negotiation and deal-closing ability
- Excellent communication & presentation skills
- Proven leadership & team management
- Cross-cultural adaptability
- Strategic problem-solving mindset

Languages

English - Fluent

Hindi - Fluent

Arabic - Intermediate

Key Highlights

- 15+ years of international experience across UAE, Qatar, UK, and India.
- Managed a **property portfolio** worth over **\$50 million**.
- Drove **business growth** and enhanced **operational efficiency**.
- Successfully led **cross-functional teams** and managed **client relationships**.

SHEFEEK AZEEZ

Real Estate Property Manager / Consultant

Professional Summary

A highly motivated and results-driven professional with a successful track record in **Property Management, Leasing, and Real Estate Sales**. Leveraging a strong background in **business development** and **client relations**, I have consistently driven profitable **business growth** and operational efficiency. Seeking to apply extensive international experience and strategic expertise to a key role in the **real estate** sector, focusing on enhancing portfolio value and delivering exceptional client service.

Work Experience

Head of Operations | Arakkal Markets

Cochin, India | Mar 2021 – Jun 2025

- Streamlined operational processes to improve efficiency by 30%.
- Led cross-functional teams to achieve strategic initiatives.
- Enhanced profitability by implementing new initiatives (+20%).
- Built strong client relationships to drive business growth.

Leasing & Facilities Manager | Al-Thani Property Mgmt

Qatar | Feb 2012 – Jan 2020

- Managed property leasing and client portfolios worth \$50M.
- Reduced operational costs by 18% via renovation strategies.
- Supervised staff and improved tenant relations.
- Negotiated contracts to increase portfolio growth by 15%.

Corporate Finance Sales Team Leader | Finance House PJSC

Dubai, UAE | Mar 2008 – Jun 2011

- Managed corporate customer accounts and reviewed risk factors.
- Led a sales team promoting corporate finance products.
- Handled client applications and increased product uptake.

Share Dealing Consultant | Redmayne-Bentley Stockbrokers

UK | Feb 2007 – Dec 2007

- Managed customer accounts and stock orders.
- Advised clients on CFDs, spread betting, and market movements.

Hardware Engineer | Pace Micro Technology

UK | Sep 2005 – Nov 2006

- Developed a user interface for an RDL Generator, improving test efficiency.
- Researched and improved Dplexer's immunity to spurious signals.

Education

Diploma of Higher Education in Electronic and Computer Engineering

University of Leeds, United Kingdom | 2005

Senior School Certificate Examination (A Level)

Al Farook Residential English School, India | 2002

Secondary School Examination (O Level)

ISD English School, India | 2000