

# Naeem Sajjad

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Multan, Punjab

## Summary

Experienced real estate professional with a successful two-year tenure as a Sales Executive at DHA Multan. Proven expertise in property transactions, negotiation, and client relations. Skilled in market analysis and delivering exceptional customer service. Ready to contribute to a dynamic real estate team.

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## Experience

### Real Estate Agent

realtor.com • Las Vegas, Nevada

08/2019 - Present

- Purchased and sold \$1 million of property in a year
- Created a list of highest and lowest performing real estate agents in the market to provide management with targeted performance metrics
- Developed an automated system to help manage real estate agents and provide insights into their performance
- Significantly increased average revenue per listing by 43%

### Account Manager

Net Stars of the North • Las Vegas, Nevada

06/2018

- Maintained an average of \$30k in revenue per month through a \$100k budget, expanding client services to new markets and increasing client retention by 12%
- Designed and managed a team of 3 account managers, providing high level service and meeting customer expectations of accuracy, professionalism and courtesy
- Received and handled customer complaints, addressing each issue by recommending solutions and training customers on the solutions
- Optimized customer relationships by developing a customized account management strategy for each client, including a customized staff training and communication plan
- Actively counseled clients on their financial needs and provided needed advice and assistance to ensure a positive customer experience

### General Manager

Steam Castle • Las Vegas, Nevada

03/2017

- Increased sales by 25% with a \$1.4 million increase in revenue
  - Assembled a team of 10 new employees through an aggressive onboarding and training process
  - Executed a \$500k project with a 2 week implementation time and achieved a 50% decrease in cost per client
  - Successfully completed the transition to a new product line, a 60% increase in revenue
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## Skills

Project Management, Negotiation, Microsoft Office, Analysis Skills, Google Suite, Customer Service, Sales

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## Education

### High School Diploma

Vista High School • Las Vegas, Nevada

