

Smko Salah Jawhar

Real Estate Professional

✉ smko1salah@gmail.com

☎ +964 770 124 6383

📍 Erbil, Iraq

🎂 April 15th, 1997



Profile

As a dedicated Real Estate Professional with over two years of experience, I bring a wealth of knowledge in property sales, marketing, and team leadership. My tenure as Branch Manager at Malu Mulk Company saw our team consistently surpass sales targets. I pride myself on forging genuine connections with clients, ensuring a smooth property search experience, and delivering complete satisfaction. My expertise in crafting effective marketing strategies uniquely showcases properties and drives client engagement. Grounded in principles of honesty, teamwork, and unwavering work ethic, I consistently strive for success – not just for myself, but for my clients and team as well.

Professional Experience



Real Estate Sales Agent

Malu Mulk Company, Vital Branch

May 2023 – February 2024

- Managed and closed property transactions with renewed focus on client engagement.
- Enhanced branch marketing strategies, increasing property inquiries and sales cycles.
- Provided expert guidance for informed property purchase decisions.
- Strengthened client relationships, generating repeat business and referrals.



Branch Manager

Malu Mulk Company, Farmanbaran Branch

March 2023 – May 2023

- Led branch operations, managing agents and overseeing property transactions.
- Achieved 20% increase in monthly sales through innovative strategies.
- Mentored team members in client relations and sales negotiations.
- Maintained high client satisfaction through transparent, efficient service.

Real Estate Sales Agent



Malu Mulk Company, Vital Branch

May 2022 – February 2023

- Closed over 50 property transactions, generating significant branch revenue.
- Developed tailored marketing plans to increase property visibility.
- Conducted property tours and open houses, highlighting key features.
- Built strong client relationships, resulting in referrals and repeat business.



Self-Employed

May 2016 – 2022

- Managed sales of properties, vehicles, and assets with customized solutions.
- Specialized in residential and commercial property transactions.
- Expanded services to include vehicle sales, ensuring transparent dealings.
- Built loyal client base through personalized solutions and exceptional service.
- Conducted market analysis for accurate property and vehicle valuations.
- Negotiated contracts, prioritizing client satisfaction and long-term trust.
- Established reputation as reliable consultant in property and vehicle markets.

Key Skills



Real Estate Expertise

- Property Sales and Leasing
- Investment Advisory
- Property Valuation
- Contract Management
- Real Estate Market Research



Marketing and Sales

- Target Audience Identification
- Advertising Campaigns
- Sales Pipeline Management
- Competitive Analysis



Client and Customer Relations

- Customer Service Excellence
- Personalized Solutions
- Conflict Resolution
- Networking



Leadership and Teamwork

- Team Building
- Motivation and Inspiration
- Collaboration



Analytical and Technical Skills

- CRM Tools
- Market Insights
- Technology Integration
- Trend Forecasting



Personal Qualities

- Attention to Detail
- Time Management
- Professionalism
- Resilience
- Creativity

Education



Bachelor of Arts in English Language and Literature

University of Sulaymaniyah, Sulaymaniyah

Graduated in 2022

- Developed strong communication, analytical, and interpersonal skills.
- Completed coursework in linguistics, communication, and cultural studies.
- Engaged in projects and activities that enhanced organizational and problem-solving skills.

Languages

Kurdish

Native

Fluent in both verbal and written communication.

English

Advanced

Strong command for business, and conversational use.

Arabic

Advanced

Strong command for business and client communication.

Hobbies and Interests



Real Estate Trends: Passionate about exploring the latest trends and innovations in the real estate market.



Marketing and Branding: Enthusiastic about designing creative campaigns and exploring new marketing techniques.



Automobiles: Deep interest in vehicles, particularly in exploring market dynamics and maintaining a network for vehicle sales.



Networking: Enjoy building meaningful connections with professionals in various industries.



Technology: Interested in learning and applying modern tools to enhance efficiency in sales and client management.