



Profile

I am an approachable, motivated and confident Sales Executive with ability to excel sales targets and make real difference in the organisation's revenue generation. I have expert knowledge of the selling process and I fully recognize the human and emotional aspects of buying selling. I possess strong social skills that enable me to be a strong relationship builder with clients, colleagues and third-party stakeholders.

Muhammed Watany

Sales Executive & Customer Service

Phone
+ 971522915893

Email
karim.watany2015@gmail.com



Personal Data

DATE OF BIRTH: 18/02/1996.

VISA STATUS: VISIT VISA.

MARITAL STATUS: SINGLE.



Skills

CUSTOMER RETENTION

STOCKING AND REPLENISHING

SALES

PROBLEM-SOLVING SKILLS

MERCHANDISING KNOWLEDGE

HARD WORKING



Language

Arabic: Native speaker

English: Proficient



Passions



Work Experience

Key max real estate

Dubai, UAE

Real estate agent

- Managing and oversee the secondary market real estate portfolio, including distressed properties acquired through foreclosure, short sales, or other similar processes.
- Evaluating potential properties for acquisition, conducting due diligence, and assessing investment viability and risks.
- Developing and implementing strategies to optimize the value and profitability of acquired properties.
- Coordinating and overseeing property inspections, appraisals, and evaluations to determine property condition and potential improvement opportunities.
- Collaborating with legal professionals to ensure compliance with all legal requirements, regulations, and disclosures related to secondary market real estate transactions.
- Liaising with real estate agents, brokers, and contractors to facilitate property sales, renovations, or repairs as necessary.

Liven realty real estate

Dubai, UAE

Real estate agent

- Conducting property viewings with prospective buyers and renters, showcasing the features and benefits of each property.
- Providing expert advice to clients on market trends, property values, and investment opportunities.
- Negotiating and closing deals while ensuring a seamless and positive experience for clients.
- Maintaining up-to-date knowledge of the Dubai real estate market.

Vibrant Marketing Management

Dubai, UAE

Direct Sales Agent

- Contacting potential and existing customers through outbound calling and initiating sales.
- Answering customers' questions about the products.
- Entering and updating customer's information in the database.
- Preparing and sending quotations.
- Taking and processing orders in an accurate manner.
- Going the extra mile to meet sales targets and facilitate future sales.

Amer Center (Al Marwa)

Dubai, UAE

Sales Executive

- Meeting with clients virtually or during sales visits.
- Demonstrating and presenting services.
- Establishing new business.
- Maintaining accurate records.
- Attending trade exhibitions, conferences and meetings.
- Reviewing sales performance.
- Negotiating contracts.
- Working towards monthly targets.

Education

- Bachelor degree from Aswan University - Faculty of English Commerce (2015-2019).
- Advanced digital marketing Nanodegree program diploma from Udacity (2021).
- Web development challenger track diploma (HTML - CSS - advanced CSS - Wordpress) from Udacity (2021).
- Du Acquisition Sales Induction Program course (2023).