

# Umair Butt



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Property Consultant, Team Leader

Business Development Advisor



Near-Al Khail Mall, Dubai

Visa Status: Employment Visa

Availability to Join: Immediately

## EDUCATION

**Bsc Maths,**

**Statistics-2006**

University of Gujrat,  
Pakistan

## PERSONAL COMPETENCIES

- **ANALYTICAL SKILLS:** - Excellent ability to analyse complexities.
- **LEADERSHIP:** - Extensive experience of leading teams.
- **INQUISITIVE:** - Creativity with a quest to change complex conditions.
- **INNOVATIVE:** - Extensive experience of analysis of case studies and give unique solutions.
- **ADAPTABILITY:** - Remarkably adaptable to work places and in networking with people.

## PERSONAL DETAILS

- D.O.B : 03-03-1986
- Nationality : Pakistani
- Marital status : Married
- Linguistic Skills : English, Urdu

## PROFESSIONAL PROFILE:

Seeking a challenging job any Suitable post to find a working environment which is help enhance my skills and where I can be part of a team that appreciates what I do to contribute to the goals of the firm and to seek a position commensurate with my skills and knowledge in an organization of repute.

## CAREER PROFILE/SKILLS:

- Maintaining an extensive database of all properties for sale.
- Developing strategies to increase the value of properties for clients looking to sell.
- Well good **oral communication skills & confidence** in dealing with a range of peoples, including clients etc
- Precise & concise **written communication skills**.
- Ability to **work well** within team.
- **Creative Ability**.
- Ability to work **under pressure**.
- **Managing Time & Resource Planning**.

## WORK EXPERIENCE:

- Worked with **FOOTPRINT REAL ESTATE**
- Worked with **FD GLOBAL PROPERTIES)**
- Worked with **St. Clair Real Estate Business Bay Dubai, UAE**
- Worked with **Avenue square Real Estate Business Bay Dubai, UAE (2017-2018)**
- **Team leader Contact Plus Melbourne Australia.**
- Worked with contact plus sales
- Worked with Mannheim car auction Melbourne Australia (2014-2016)
- Worked with synergy as a Team leader as on project of veet scheme **MELBOURNE AUSTRALIA(2013-2014)**
- Worked with Energy makeovers as a sales officer under the project **Veet AUSTRALIA (2012-2013)**
- Worked as customer services officer at I G A in Australia. (2011-2012)
- Worked at Dar e Arqm schools as customer relation officer. (2010-2011)
- Worked with "Standard Chartered Bank Pakistan Ltd" as a collection officer in Autos Collection department(2007-2009)

## **KEY ROLL PERFORMED/Framework PRACTICALLY:**

### **A KEY ROLL OF BUYER:**

- Conversion of a lead to a client
- Conduct Zoom calls
- Conduct strategy session with the client
- Ask several questionnaires to understand the needs of the clients
- Property selection
- Bargaining over price
- Handover
- Property management

### **A KEY ROLL OF SELLER:**

- Conversion of lead to a client
- Conduct Zoom call
- Strategy session for sellers
- Ask a few questions to understand how motivated the client is to sell the property
- Collection of the documents from the seller
- Quality photos of the property
- Quality listings

### **CERTIFICATION COURSES:**

- MS Office
- Photoshop

### **ACHIEVEMENT:**

- Attended many workshops related to my job profile.
- Sold Projects in Sobha, Shahpoorji Pallonji,(The Imperial Avenue),Town X( Luma22) Dubai real estate
- Highest revenue generator (Sales and Marketing Companies MELBOURNE,AUSTRALIA)

### **SKILLS:**

- Good with numbers and excellent aptitude.
- Excellent Communication skills, written and spoken.
- Excellent organizational capabilities.
- Negotiation
- Judgment skill according to the clients need
- Closing Skill

### **STRENGTHS:**

- Possess excellent Interpersonal and communication skills.
- Good financial and numeracy management skills
- Attention to detail.
- Possess good Methodical way of thinking
- Possess excellent learning ability and adaptable to new environment
- Multi-tasking abilities with proficiency in organizing and managing different tasks
- Proactive, Quick learner, self-motivated with positive attitude
- Team player and Ability to motivate and inspire confidence in team.

The above information is totally authentic and true to the best of my knowledge and belief.