

ALI ASGHAR

Client Relationship Manager/Real Estate Agent/Sales Expert



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Shaggybhaii (40k followers)



Dubai, UAE

EXPERIENCE

Falcon IT Consultant Client Relationship Manager

Nov 2022 - Present

As a Client Relationship Manager, I specialize in building strong client partnerships through active communication, swift problem-solving, and seamless collaboration with internal teams. I regularly gather client feedback for continuous improvement and identify opportunities for upselling and cross-selling to enhance their experience. Proactively managing contract renewals and maintaining accurate records, I contribute to client success and foster lasting, mutually beneficial relationships.

Pro Developer Bahria Town Property Consultant

April 2021 - Aug 2023

Conducted comprehensive consultations to understand client requirements, offered expert advice on property values and legal considerations, excelled in crafting compelling property listings, and utilized various marketing channels for maximum exposure. Conducted precise property valuations, facilitated strategic pricing decisions through detailed market analyses, skillfully negotiated favorable terms, and managed transactions. Emphasized the importance of building lasting client relationships by providing consistent support and ensuring satisfaction, fostering enduring connections beyond the completion of transactions.

Al Kabir Town Real Estate Agent

May 2019 - April 2021

Proactively generated leads via referrals and networking, customized property recommendations to align with client needs and budgets, skillfully presented properties, and facilitated negotiations. Managed the entire sales process, ensuring a smooth transition from offer to closure, and stayed informed about market trends. Provided valuable insights to guide client decisions, nurtured robust relationships through continuous support and post-sale follow-ups, all while ensuring compliance with legal requirements for seamless transactions.

EDUCATION

Bachelors of Science

University of Lahore

2017 - 2022

Intermediate

Beaconhouse

2014 - 2016

LANGUAGES



English

Level: C2



Urdu

Level: C2



Hindi & Punjabi

Level: C2

PAID PROJECTS

Rafi Groups

(2022)

I was honored to be invited as the special guest at the opening of the Gwadar project by Rafi Group, a prominent real estate company. The event provided a unique opportunity to witness and celebrate the launch of this significant project, highlighting the collaboration and innovation in real estate development.

REFERENCES

Shall be furnished on demand.