

# IMRAN ASHIQ

Property Consultant



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Nationality: Pakistan

## CAREER OBJECTIVE

I aspire to excel in the real estate industry by working as a property consultant and contribute my honest efforts and expertise in sales and customer service to enhance business prospects and revenues.

## WORK HISTORY

### ➤ HSG Properties Dubai, UAE: 2022 to Current Client Manager (Secondary, Primary & Off Plan)

- Contact potential clients through calls, emails, etc. to offer them property consultancy services.
- Conduct price negotiations with property agents on behalf of a client to reach a favorable bargain.
- Evaluate the objectives of an investor to identify their needs and requirements.
- Maintain an up-to-date knowledge of property laws and policies.
- Build and establish good working relationship with both the buyers and the sellers.
- Monitor the property market to watch out for new and old properties up for sale.
- Prepare and present business proposals to convince clients and secure a deal.

### ➤ Landmark International Realty Dubai, UAE: 2021 Property Consultant (Secondary & Off Plan)

- Conduct research and analysis of property market to identify areas with increasing demand and profitability margin.
- Monitor the property market to watch out for new and old properties up for sale.
- Put properties up for sale by advertising them on various media and advert channels.
- Maintain an up-to-date knowledge of government housing/property laws and policies.
- Develop and implement strategies effective in increasing the value of a property.
- Evaluate the objectives of an investor to identify their needs and requirements.
- Conduct surveys to obtain data which provides information regarding profitable property investments.
- Prepare necessary paperwork (contracts, leases, deeds, closing statements etc.

### ➤ Simple Real Estate Dubai, UAE: 2018 – 2020 Property Consultant (Lease, Sale & Off Plan)

- Contact potential clients through calls, emails, etc. to offer them property consultancy services.
- Prepare and present business proposals to convince clients and secure a consulting deal.
- Put properties up for sale by advertising them on various media and advert channels.
- Conduct research and analysis of property market to identify areas with increasing demand and profitability margin.
- Maintain an up-to-date knowledge of government housing/property laws and policies.

- Build and establish good working relationship with legal counsels and other consulting professionals to exchange ideas and expand personal network.
- Develop and implement strategies effective in increasing the value of a property
- Conduct price negotiations with property agents on behalf of a client to reach a favorable bargain.
- Prepare necessary paperwork (contracts, leases, deeds, closing statements etc.)

➤ **Universal Properties Ajman, UAE.: 2017**

**Property Consultant (Leasing)**

- Assisting clients to make sound property-purchasing decisions.
- Finding clients in need of consultancy services through cold-calling, advertising, and business presentations.
- Analyzing market trends and demographics to identify the most sought-after and profitable areas.
- Consulting with clients to identify their needs, preferences, and financial concerns.
- Maintaining an extensive database of all properties for Lease and sale.
- Developing strategies to increase the value of properties for clients looking to sell.
- Conducting negotiations with real estate agents on behalf of clients.
- Communicating with legal counsel to prepare sale and lease documents.

➤ **Al-Zorah development Free Zone Company Ajman, UAE: 2014 – 2016**

**Assistant Land surveyor**

- Performs any of following duties to assist in surveying land: Holds level or stadia rod at designated points to assist in determining elevations and laying out stakes for mapmaking, construction, mining, land, and other surveys.
- Calls out reading or writes station number and reading in notebook.
- Marks points of measurement with elevation, station number, or other identifying mark.
- Measures distance between survey points, using steel or cloth tape or surveyor's chain.
- Marks measuring points with keel, paint sticks, scratches, tacks, or stakes.
- May perform duties as directed by land surveyor or surveyor Assistant, instruments.

## QUALIFICATIONS

➤ **Matriculation: 2008**

Govt Islamia High School Jhelum, Pakistan.

➤ **Intermediate (F.A): 2010**

Govt Degree Collage Jhelum, Pakistan.

➤ **Certificate in Computer Hardware & Software: 2011**

SLS Collage Jhelum Pakistan.

## Holding License

➤ **Driving License With Own Car**

➤ **Valid Broker Card ( RERA).**

## SOFT SKILLS

- Strong Negotiation skills
- In-depth knowledge of real estate market trends and buyer's psychology.
- Ability to communicate and persuade clients from different cultural and financial backgrounds while adhering to professional ethics
- Ability to develop and maintain cordial relations with coworkers and clients
- Excellent organizational, problem solving, and supervisory skills.
- Energetic, Positive & Self Motivated.
- Equally effective working in self-managed projects or as a team member.
- Basic Computer and Office Management knowledge.

## INTERESTS

- Reading books
- History
- Get together with friend's  Traveling new places
- Like to meet with new people's

## LANGUAGES

- English
- Urdu
- Punjabi
- Hindi