



# AZFAR SAEED KHAN

## REAL ESTATE BROKER

### CONTACT

- +971 58 511 4778
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### SKILLS

- Actively participate in sports i.e. Snooker & Cricket
- OS-Windows.
- Microsoft Office.
- Adobe Photoshop.
- Adobe Illustrator.
- Extra Curricular Activities:-
- Have done adventure sports.
- Sales Presentation
- Service Promotions
- Cold Calling
- Public Speaking
- Retail Knowledge
- Sales Proposal Development
- Sales Team Leadership
- Site Visits

### LANGUAGES

### CAREER OBJECTIVE

Being an experienced Real Estate Specialist with over 7 years history of working in export and real estate business. My profession has developed me into a keen observer, whether that is culture or Business world has enhanced my understanding of people from diverse backgrounds and ability to identify and deal with employer needs in an efficient manner, understanding industries on a global standard. I am a person who likes to have a healthy social circle and likes to be actively involved in learning something new. Diligent professional with experience in sales, business development, and account management. Proven success in developing long-term relationships with clients and achieving sales goals. Adept at identifying customer needs and developing tailored solutions to meet them.

### EXPERIENCE

August 2017 - Present

#### Sales Executive

Takaful Estate

- Built multiple customer relationships and cultivated long-term partnerships.
- Resolved customer complaints in a timely manner while providing excellent customer service.
- Maintained strong relationships with key customers and stakeholders.
- Used negotiation and persuasion skills to influence decision-makers.
- Addressed customer questions and concerns regarding prices and product use.
- Negotiated and closed deals with vendors and company partners.
- Developed and implemented successful strategies for customer acquisition and retention.
- Analyzed sales data to identify trends in customer preferences and buying habits.
- Prepared quotes and proposals for new and existing products.
- Generated detailed reports on weekly and monthly sales performance against established goals.
- Generated leads and followed up on customer inquiries.

July 2014 - July 2017

#### Founder (Owner)

Hameed Enterprises

### EDUCATION

- **English**  
Intermediate
- **Urdu**  
Fluent

February 2004

**High School Diploma**

Karachi Cadet School & College , Karachi

**Completed coursework towards Diploma in Textile Designing**