



Mbangsi Sandrine Ibemsi

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Professional Summary

- A dedicated realtor with 2 years of experience in real estate. With a prolific track record of building business relationships, pitching to clients, closing deals and meeting sales targets. Possesses excellent communication skills and customer service skills and I am able to communicate fluently in French and English. With this Skills, potentials and Accolades I believe that I will be a great asset to your company.

Skills

- Relationship building skills
- Communication skills
- Referral marketing skills
- Active listening skills
- Problem-solving skills
- Flexibility and adaptability skills
- Empathy skills
- Customer service skills
- Skills in Closing deals.
- Excellent Negotiation skills.

Work History

01.2021 - Current

Sales Consultant

Bocom real estate - Dubai , UAE

- Provide guidance and assist sellers and buyers in marketing and purchasing property for the right price under the best terms
- Determine clients' needs and financial abilities to propose solutions that suit them
- Intermediate negotiation processes, consult clients on market conditions, prices, mortgages, legal requirements and related matters, ensuring a fair and honest dealing
- Perform comparative market analysis to estimate properties' value
- Display and market real property to possible buyers
- Prepare necessary paperwork (contracts, leases, deeds, closing statements etc)
- Manage property auctions or exchanges
- Maintain and update listings of available properties
- Cooperate with appraisers, escrow companies, lenders and home inspectors
- Develop networks and cooperate with attorneys, mortgage lenders and contractors
- Promote sales through advertisements, open houses and listing services
- Remain knowledgeable about real estate markets and best practices

01.2019 - 12.2020

Sales Associate

Glorify unbreakable - Dubai, UAE

- Ensure high levels of customer satisfaction through excellent sales service
- Assess customers needs and provide assistance and information on product features
- Welcome customers to the store and answer their queries
- Follow and achieve department's sales goals on a monthly, quarterly and

01.2019 - 12.2020

● **Sales Associate**

Glorify unbreakable - Dubai, UAE

- Ensure high levels of customer satisfaction through excellent sales service
- Assess customers needs and provide assistance and information on product features
- Welcome customers to the store and answer their queries
- Follow and achieve department's sales goals on a monthly, quarterly and yearly basis
- "Go the extra mile" to drive sales
- Maintain in-stock and presentable condition assigned areas
- Actively seek out customers in store
- Remain knowledgeable on products offered and discuss available options
- Process POS (point of sale) purchases
- Cross-sell products
- Handle returns of merchandise
- Team up with co-workers to ensure proper customer service
- Build productive trust relationships with customers
- Comply with inventory control procedures.
- Suggest ways to improve sales (e.g. planning marketing activities, changing the store's design)

Education

01.2014

● Bachelor of Business Administration, Business management and accounting ,
University of Bamenda - Cameroon , Cameroon

Languages

French

Advanced

C1

English

Advanced

C1