



GERMAN JUANGCO

Professional Summary

A results-oriented and adaptable professional with over 8 years of diverse experience in real estate, sales, customer service, and administration. Adept at negotiating property deals, building lasting client relationships, and driving sales in fast-paced environments. Skilled in managing customer inquiries, facilitating property viewings, and delivering exceptional service across various sectors. Proven expertise in overseeing operations, supervising teams, and ensuring smooth day-to-day management in both front-facing and back-office roles. Known for exceptional communication, problem-solving, and organizational skills, with a strong ability to multitask and thrive under pressure. Committed to exceeding client expectations, fostering long-term relationships, and contributing to the overall success of the organization.

SKILLS

- **Sales & Negotiation:**
Skilled in negotiating property deals and closing sales with a focus on client satisfaction.
- **Client Relationship Management:**
Build and maintain strong relationships with high-net-worth individuals and potential buyers.
- **Property Marketing:**
Creating and managing effective marketing strategies for high-end properties.
- **Data Entry & Record Keeping:**
Managing client databases and ensuring accurate records of transactions.
- **Customer Service:**
Strong front desk management and delivering an excellent customer experience.
- **Leadership & Team Management:**
Supervising a team of valet attendants and ensuring smooth operations.
- **Order Processing:**
Managing purchase orders, inventory, and ensuring timely deliveries to meet customer demands.

CONTACT



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EDUCATION

Bachelor of Science in Radiologic Technology

Emilio Aguinaldo College

1992-1993

Associate in Radiologic Technology

De La Salle University - Cavite

1989-1993

WORK EXPERIENCE

Admin cum Real Estate Agent

FNA Luxury Real Estate LLC, Dubai, UAE

October 2023 – Present

- Negotiated successful property deals by building strong relationships with clients.
- Facilitated open house viewings for potential buyers to engage interest.
- Conducted comprehensive property viewings securing numerous sales.

Admin cum Receptionist

Padel Hub Sports & Amusement Tracks LLC, Dubai, UAE

July 2021 – September 2023

- Enhanced customer satisfaction by efficiently managing all front desk enquiries.
- Handled appointment scheduling to ensure smooth daily operations.
- Managed phone call, resulting in effective communication flow within the company.

Valet Supervisor

Oscar Fast Valet Services, Dubai, UAE

January 2020 – March 2021

- Ensured smooth operations by efficiently managing a team of valets.
- Maintained vehicle safety for top-notch client peace of mind.
- Improved customer satisfaction with prompt and courteous service.

Sales

Welcare Infotech, Dubai, UAE

July 2018– December 2020

- Established robust client relationships through effective communication and negotiation skills.
- Conducted market research to identify new business opportunities.
- Provided aftersales support as required enhancing overall customer experience.

Purchaser cum Sales

The Warehouse General Trading, Dubai, UAE

August 2016 – June 2018

- Resolved customer complaints promptly, ensuring customer satisfaction.
- Enhanced sales performance with thorough knowledge of product range.
- Understood store goals and used upselling and cross-selling techniques to achieve targets.
- Demonstrated products to encourage purchases by showcasing features and benefits.
- Inventory Management assisted in maintaining optimal stock levels by working closely with suppliers to forecast demand and ensure timely procurement of products, reducing stockouts and excess inventory.
- Market Analysis and Trend Monitoring, monitored market trends, competitor activity, and customer feedback to identify new opportunities for product offerings and pricing strategies.
- Visual Merchandising Support, contributed to store layout and visual merchandising, ensuring products were displayed attractively and effectively to boost sales.

Sales

Strings International Advertising LLC

July 2012 – July 2016

- Processed customer payments and set-up direct debits for long-term service contracts.
- Improved new business using targeted door-to-door selling.
- Maintained quality assurance standards for all products and services.