



Sohaib Shaker Mahmood

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Qualification & Education:

2007 to 2013 B.S.C. degree in Transportation and Highway Engineer from University of Mustansiriya Member of the Iraqi Engineering Union

Personal Summary:

I am able to engage with an audience at any time and on every platform. I will always put the investor's requirements first, whilst maximizing profitability and is an expert at advancing sales to the next level and meeting the evolving needs of Investors. As a true professional I have a track record of exceeding set performance goals. On a personal level I am someone who can quickly fit into an existing team and is comfortable working with people from different fields and departments. My key strengths include being able to make eye catching and attention grabbing presentations to Investors and key decision makers. Right now I am looking for an opportunity with a company where I can make a real difference to the sales figures whilst advancing my career at the same time.

Career History:

- Worked at Hamorabi state constructing contracts company one of Ministry of Construction and Housing Entities in (Daura / Yousfiya Highway Project) form 01.09.2013 To 01.06.2014 as Civil Engineer.
- Worked at El Sherif Egyptian Factory in Baghdad as a project manager (design and execution Engineer) from 01.08.2014 to 01.05.2015.
- Worked at Town Center Mall Project in Baghdad as a project manager and Sales manager from 01.05.2015 to 01.06.2017.

- Working in present at Dorchester company (real estate investment firm) as sales manager in (Jewel mall , Hayat mall , Waha mall , Baghdad Industrial City , Iraq gate project) from 01.07.2017.

Duties:

1. Negotiating win-win resolutions on the first contact with an Investor.
2. Preparing sales order forms and reports.
3. Discussing credit terms and conditions.
4. Working closely with assigned external Sales Executives to drive additional revenue growth.
5. Getting to know the Investors buying pattern.
6. Actively listening to an investor's needs.
7. Making phone calls to schedule meetings with potential Investors.
8. Always following the company's compliance guidelines.
9. Pinpointing to Investors the exact real estate which will meet their precise needs.
10. Increasing sales with existing Investors.
11. Making sales calls to Investors to maintain existing business relationships.
12. Developing sales action plans.
13. Interpreting accounts and offers and then presenting your conclusions to senior managers.
14. Involved on a daily basis with direct one to one communications with Investors.
15. Welcoming Investors to the company office and introducing them to key members of the sales team.
16. Attending shows and exhibitions to meet new Investors.
17. Recommending to senior managers the way in which you feel that a specific Investor should be approached.

Skills:

Sales

- Providing personalised solutions to an investor's needs.
- Strong understanding of Microsoft technologies and terminology.
- Sales experience in real estate investment.
- Possessing technical aptitude.
- Able to build good relationships both internally and externally.
- Sales experience in mobile media.
- Prospecting for new business.
- Able to work without direct supervision.
- Consistently exceeding Investor expectations.
- Managing personal time and effort effectively.
- Developing selling opportunities.

Engineering

- Handle the planning, design, construction, and operation of highways, roads
- Estimate the transportation needs of the public and then secure the funding for the Project.
- Analyze locations of high traffic volumes and high collisions for safety and capacity.
- Use civil engineering principles to improve the transportation system.
- Utilizes the three design controls which are the drivers, the vehicles, and the roadways themselves managing assigned projects and program components to deliver services in accordance with responding to inquiries from staff, administrators, service providers, site personnel

Personal

- Establishing relationships with antagonistic individuals.
- Dynamic personality.

Objective:

To join an Organization where I will enhance my knowledge and Set my Career path as an Instrumental Staff in Improving the Productivity and work environment

Trained on:

- The area measuring training Course.
- Windows XP Advance.
- English language advance course taken from Al-Mansour institute for Languages.
- 2015 I got training in Iraqi Engineers Union Headquarter in Primavera 6 program and got certificate.
- 2015 I got training in Ministry of youth and sport (General direction of Scientific Welfare in Auto cad 2D program and got certificate
- 2016 I got training in Ministry of youth and sport General direction of Scientific Welfare in 3D Max program and got certificate.
- 2016 I got training in Ministry of youth and sport General direction of Scientific Welfare in Microsoft office 2016 and got certificate.