

# Mir Hussain Abbas

Possessing excellent management skills and having the ability to work with the minimum supervision whilst leading a team of 15 or more. Having a proven ability to lead by example, consistently hit targets, improve best practices and organise time efficiently

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## WORK EXPERIENCE

### **Arabia Insurance** — Team Leader

04/2021 to Present, Dubai

- Creating an inspiring team environment with an open communication culture
- Setting clear team goals
- Delegating tasks and set deadlines for your internal team
- Oversee day-to-day operation
- Monitor team performance and report on metrics
- Motivate team members
- Discover training needs and provide coaching

Listen to team members' feedback and resolve any issues or conflicts

### **Diamond city Real Estates** — Real Estates consultant

04/2018 to 02/2021, 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

### **Union National Bank** — Team Leader

08/2016 to 02/2018, Dubai, UAE

- Motivate team members
- Discover training needs and provide coaching
- Listen to team members' feedback and resolve any issues or conflicts
- Recognize high performance and reward accomplishments
- Encourage creativity and risk-taking
- Suggest and organize team building activities

## **Dubai Islamic Bank — Team Leader**

08/2013 to 05/2016, Dubai, UAE

- To build and act as a manager, recruiter, mentor, facilitator, mediator, motivator, controller and coach to improve on the effectiveness of between 15 reporting Consultants and Lead Generators.
- Achieve production and performance targets.
- To achieve high levels of professionalism in providing solutions and services to meet customer needs.
- Identify potential clients through database, follow up leads and telephone /personal contact, cold calls and advise them about the benefits of bank's specified product.
- To analyze documents submitted by customers ensuring all check list, formulates and documentation of policy
- Ensure cross selling of Insurance products to existing customers
- Prepare regular sales reports

## **Data Direct — Quality Assurance**

03/2010 to 05/2013, Dubai, UAE

- Preparing daily workloads for staff & co-ordinating the daily allocation of work.
- Motivating the team to achieve high standards and targets.
- Handling new client enquiries and acting as the face of the business.
- Dealing with and resolving problems and issues which arise.
- Mentoring and training up junior and new staff.
- Monitoring & reporting on standards & performance targets.
- Praise team members and creates a positive working environment

## **EDUCATION**

### **India Institute Of Management — M.B.A**

03/2009 to 04/2011

Masters in business administration

### **mahatma gandhi — B.com Computers**

03/2006 to 02/2009

Bachelor in commerce and computers