

Mohammad Dyab

Sales Manager

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A hard-working, knowledgeable and target-oriented Sales Manager with an extensive successful sales record. Builds and maintains a loyal client base through strong relationship-building skills, and excels at devising strategies for increased sales. Strong organisational and time management ability; skilled in planning, scheduling and meeting deadlines.

Experience

Sales Manager Jan. 2022/Present
Sobha Realty (Real Estates), Dubai, UAE

- Communicating with clients to help close a sale or facilitate a purchase
- Supporting and helping build successful agents
- Generating client leads to buy, sell, and rent a property
- Assisting in negotiations between buyers and sellers
- Responding to agent questions on contracts, negotiations, strategies, and goal planning
- Showing properties to potential buyers and renters
- Meeting with clients and maintaining client relationships
- Designing and implementing a strategic sales plan that expands company's customer base and ensure its strong presence

Project Coordinator 2020/2021
Expo 2020 Dubai, Dubai, UAE

- Organizing, attending, and participating in stakeholder meetings.
- Supporting the development of the overall timelines for the delivery of the engagement and outreach initiatives;
- Providing support with developing detailed project plans that are consistent across the departments;
- Acting as the main liaison with Integrated Operations Office for scope of services, risk management and integrated delivery planning;
- Champion Expo 2020 Policies and Procedures across the division through internal liaison with Governance, Contracts, Procurement and Finance policies;
- Managing Project Trackers for assigned projects to be accurately updated on a weekly basis;

Personal Info:

- Nationality: Jordan
- Location: Dubai, UAE
- DoB: 8-3-1991
- Valid Driving License

Education

- 2010-2014: Bachelor Degree in Business Administration, Faculty of Administration and Financial Sciences, Arab American University (AAUP)

Key Skills

- Positive and enthusiastic attitude
- Excellent verbal communication skills and active listening skills
- Knowledge and application of sales techniques such as building rapport, needs/values selling, negotiating, and closing the sale
- Ability to work any of the seven days of the week and holidays
- Prior timeshare experience and flexible prospecting skills
- Strong sales, negotiation, and communication skills

Sales Executive

2017 /2019

Alexandria Furniture, Sharjah, UAE

- Generating leads and organizing sales visits.
- Demonstrating and presenting products.
- Helping determine pricing schedules for quotes, promotions, and negotiations. Preparing weekly and monthly reports.
- Giving sales presentations to a range of prospective clients.
- Coordinating sales efforts with marketing programs. Understanding and promoting company programs.

- Ability to work independently combined with exceptional interpersonal skills
- Ability to critically think and problem-solve
- Good organizational, multitasking, prioritization, and effective time management skills
- Knowledge of real estate sales process, local, state, and federal property regulations
- Successful previous experience as a sales representative or sales manager, consistently meeting or exceeding targets
- Strong computer skills, including Microsoft Office Suit

Languages

- Arabic: Native Speaker
- English: Very Good

References

- Upon request