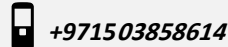


# YOUSIF ABDELGABAR MOHAMED KHALIFA

Senior Property Consultant, United Arab Emirates



## PROFILE

*In-depth knowledge of real estate market trends and buyer's psychology*  
*Ability to communicate and persuade clients from different cultural and financial backgrounds while adhering to professional ethics.*  
*Skilled in using the latest tools and computer applications used in a business setting for communication, research, reporting, and database management*  
*Can easily face the most challenging and intriguing situations with relative ease and achieve desired results in the assigned deadline.*

## EDUCATION

- ✓ PMP (Project Management Professionals) in Sudan
- ✓ Electrical Engineering at Al Neelain University in Sudan
- ✓ High School certificate 2009 at Ownalsharif Gasim Model Boys

## SKILLS

- ✓ Effective communication oral and written
- ✓ Highly resilient and able to work under pressure
- ✓ Efficient as both a team member and team leader
- ✓ Highly organized, creative and resourceful
- ✓ Solution driven

## SOFTWARE SKILLS

Microsoft Office	★ ★ ★ ★ ☆
Microsoft Power point	★ ★ ★ ★ ☆
Microsoft Excel	★ ★ ★ ★ ☆

## PERSONALITY

- ✓ Communicative.
- ✓ Organized.
- ✓ Creative.
- ✓ Productive.

## LANGUAGES

Arabic	★ ★ ★ ★ ★
English	★ ★ ★ ★ ☆

## WORKING EXPERIENCE

March 2020 – Now

**Senior Property Consultant**  
**Creative Homes Real Estate (UAE)**

### Responsibilities:

- ✓ Seek out potential property investors and attempt to develop a relationship with them.
- ✓ Communicate with investors to help them determine the options I have regarding property services.
- ✓ Work with customers to find suitable properties for them.
- ✓ Gives the investor a tour of the property.
- ✓ Prepares documents necessary for the investor to be able to invest in the property.
- ✓ Prospecting, qualifying and generating new sales leads.
- ✓ Finding new clients, creating a strong referral pipeline and building powerful relationships with them.
- ✓ Visiting sites to collect information about the available properties and taking professional photographs to these properties then start marketing and promoting these properties for sale or rent.
- ✓ Representing the sellers in negotiation with prospective buyers and advising clients and helping buyers to decide what they want to buy.
- ✓ Keeping up to date information about the trends in the local residential property market, as well as the commercial market.
- ✓ Act as a property manager and resolve any issues that arise with properties.

## WORKING EXPERIENCE, Cont'd

- ✓ *Generate lists of properties that are compatible with buyer's needs and financial resources.*
- ✓ *Accompany buyers during their visits and inspections of any property, advising them on the suitability and value of the properties they are visiting.*
- ✓ *Advise clients on market conditions, prices, mortgages, legal requirements and related matters.*
- ✓ *Review property listings, trade journals, and relevant literature in order to remain knowledgeable about real estate markets.*

Jan. 2019 – Nov. 2020

**Sales & Marketing Manager**  
**PentaQonsice Co. Ltd. (SUDAN)**

**Responsibilities:**

- ✓ *Accomplishes marketing and sales human resource objectives by recruiting, selecting, orienting, training, assigning, scheduling, coaching, counseling, and disciplining employees.*
- ✓ *Achieves marketing and sales operational objectives by contributing marketing and sales information and recommendations to strategic plans and reviews.*
- ✓ *Meets marketing and sales financial objectives by forecasting requirements; preparing an annual budget.*
- ✓ *Determines annual and gross-profit plans by forecasting and developing annual sales quotas for regions.*
- ✓ *Accomplishes marketing and sales objectives by planning, developing, implementing, and evaluating advertising.*
- ✓ *Identifies marketing opportunities by identifying consumer requirements.*
- ✓ *Provides information by collecting, analyzing, and summarizing data and trends.*
- ✓ *Protects organization's value by keeping information confidential.*
- ✓ *Updates job knowledge by participating in educational opportunities*
- ✓ *Accomplishes marketing and organization mission by completing related results as needed.*

Jan. 2016 – Dec. 2018

**Sales & Marketing Coordinator**  
**Green Sun Care Medical Services Co. Ltd. (SUDAN)**

**Responsibilities:**

- ✓ *Preparing Reports for clients.*
- ✓ *Provide Soft skills training to the sales Executives.*
- ✓ *Maintaining a healthy working environment.*
- ✓ *Reviewing sales and marketing Executives performance using a formal Monitoring checklist.*
- ✓ *Motivate and encourage agents through positive communication, feedback & solutions.*
- ✓ *Prepare Score cards (Punctuality & Performance) for sales Executives and motivate good performers/ guide bad performers.*
- ✓ *Works with managers, staff and other employees to meet customer needs.*

Jan. 2011 – Dec. 2015

**Sales Executive**  
**Alsalma Petroleum & Engineering Co. Ltd. (SUDAN)**

**Responsibilities:**

- ✓ *Supply equipment & engineering consultancy for local petroleum companies through tenders.*
- ✓ *Implementation and Operation of Water and Waste Water Plants.*

## REFERENCES

➤ Name : **Motasem Abdalgader**  
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Company : Alsalama Petroleum & Eng Co.  
Title : General Manager  
Contact : +249 916177272  
E-mail : [ahmed.g.m.abdelgadir@gmail.com](mailto:ahmed.g.m.abdelgadir@gmail.com)