

# BELLAFONTE ANYA EGWU

SALES/BUSINESS DEVELOPMENT MANAGER

Phone: 0564265497-0555117301 - E-mail: [bellafontegwu72@gmail.com](mailto:bellafontegwu72@gmail.com)



## OBJECTIVES

I am a creative, highly motivated and energetic sales professional with over 10 years excellent marketing and business development skills, excellent communication and high sense of responsibility. Well experienced in managing Sales and exceeding set targets and have successfully closed deals worth AED64million, in the real estate market.

## CAREER SNAPSHOT

---

**Property Advisor- ASTRO PROPERTIES LLC DUBAI**

**JULY 2021- PRESENT**

- 1) Introduce self to potential prospects and thereby understand their needs.
- 2) Ensure conversion of leads to clients by managing the end –to-end process.
- 3) Attend to sales, leasing, re-sale etc. queries
- 4) Source property listings from property owners and other real estate agents.
- 5) Collect full details of the property which includes photo shoot, floor plan details, apartment/building details, any other requisite details.
- 6) Assemble detailed property portfolio and present it to the clients.
- 7) Act as an intermediary in negotiations between the buyers and sellers.
- 8) Draw up tenancy contracts / legal agreements between the buyers and seller.
- 9) Advice and answer client questions on market conditions, prices, mortgages, legal requirements and other related matters.

**Sales Manager- MAM REFINED OIL PRODUCTS TRADING LLC-DUBAI. FEB 2020—MAY 2021.**

### **Responsibilities:**

- ✓ Assist the management team with planning and forecasting and preparing sales and revenue reports for the management team.
- ✓ Manage international accounts to achieve sales targets, reporting to the VP Sales & Marketing (Dubai Based) and liaising with the Group CEO (UK based), to develop and maximize all sales opportunities.
- ✓ Generating Contracts/SPA and Invoices for every sales and closed deals, following up with clients to ensure payments are made as at when due.
- ✓ Plan and manage international sales through distributors, dealers and other relevant sales outlets
- ✓ Manage credit risk and working with the Finance Department, take responsibility for ensuring all outstanding debts are collected.
- ✓ Observe and follow all company safety rules and procedures. Support and encourage continuous improvement of the company's processes, including safety program and quality management system.
- ✓ Perform other duties as assigned by management.

**Sales Manager- Sobha Hartland LLC, Dubai**

**Nov.2018—Feb-2020**

Sobha Realty is a premium real estate developer in Dubai which specializes in developing luxury residential apartments, townhouses & villas.

- ✓ Responsible for achieving team target for luxury residential properties including the villa, quadhomes, apartments for Sobha Hartland project.
- ✓ Monitor, train develop team members to achieve their monthly target.
- ✓ Responsible for generating business through NRI s and HNI s maintaining a strong relationship withthe channel partners, new and existing clients.
- ✓ Transaction management and deal closure from sourcing to ROI generation.
- ✓ Maximize revenue generation and lead closures.
- ✓ Build and promote strong, long-lasting customer relationships by partnering with them andunderstanding their needs.
- ✓ Present sales, revenue and expenses reports and realistic forecasts to the management team.
- ✓ Identify emerging markets and market shifts while being fully aware of new products and competitionstatus.
- ✓ Connect with Active Broker Agent for developing more sales.

**Relationship Manager-DAMAC Properties Co. LLC, Dubai**

**March 2016—October 2018**

Damac is a multinational master developer that develops luxury villas and Apartment in the Middle East and London

- ✓ Handling Ultra High Net Worth Investors who are interested to invest in Real Estate, across U.A.E and G.C.C.
- ✓ Conducting clients' needs analysis and offering them with a consultative approach driven solution to Investments into real estate.
- ✓ Sales of DAMAC projects across the world.
- ✓ Approaching & interacting with international clients
- ✓ Handling DAMAC stalls & stands.
- ✓ Selection, appointment, follow-up & monitoring.
- ✓ Analyzing market trends & tracking competitors.
- ✓ Handling recovery for payments.
- ✓ Managing agents, providing them with support.
- ✓ Closing, Negotiating, prospecting, and evaluating, while building Relationships with clients, companies and individuals for long-term
- ✓ Working under pressure while multi-tasking and achieving high targets with exceptional organizational skills.
- ✓ Coordinate property closings, overseeing signing of documents and disbursement of funds.
- ✓ Coordinate appointments to show projects to prospective buyers.
- ✓ Accompany buyers during visits to and inspections of property, advising them on the suitability and value of the developments they are visiting.

**Sales Executive/Holiday Consultant- Emirates Vacation Club Dubai****Aug 2014--Jan 2016**

Emirates vacation club and emirates grand hotel provides timeshare membership to clients whoenjoys the luxury of travelling and staying a luxurious hotel apartment worldwide

**Main Duties:**

- ✓ Delivering prepared sales talks in to order to persuade potential customers to purchase the Company's product and services.
- ✓ Contact business or private individuals by telephone in order to solicit sales for goods and services.
- ✓ Explain the benefits of the company's product and services and price by answering the Customer's questions with detailed information.
- ✓ Presenting a timeshare package that fits the client's budgets and vacationing habits.
- ✓ Organize appointments to meet with prospective customers.
- ✓ Negotiate the terms of an agreement with the customers and closing sales.
- ✓ Conducting tours of the hotels / resorts and sales presentations.
- ✓ Present and sell company products and services to current and potential clients
- ✓ Build and maintain customer relationships in order to build strong loyalty.
- ✓ Generating referrals from the new and existing client.

**EDUCATION/QUALIFICATION**

INSTITUTE OF MANAGEMENT & TECHNOLOGY ENUGU NIGERIA - HND MARKETING 1999-2000 (upper credit)

INSTITUTE OF MANAGEMENT & TECHNOLOGY ENUGU NIGERIA      OND MARKETING 1996-1997

PROFICIENCY IN MICROSOFT WORD, EXCEL, POWER POINT AND MICROSOFT ACCESS -FEB 2011—JULY 2011

**SKILLS:**

- ✓ Excellent computer skills in Excel,      MS Word, Microsoft access.
- ✓ Excellent sales and marketing skills, ability to convince customers to patronize.
- ✓ Strategic Planning, Business Development
- ✓ Excellent customer service, PR and office administration skills.
- ✓ Excellent English communication skills.
- ✓ Team player
- ✓ Time Management

**PERSONAL DETAILS**

Nationality:              Nigerian

Visa Type:              Employment Visa

Driver's License:      UAE issued