ABDELHALIM GHAZI

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Professional Summary

Motivated and results-driven Real Estate Agent with 3 years of experience in residential and commercial property sales and rentals. Adept at leveraging market insights and analytical skills to provide clients with sound investment advice. Proven track record of exceeding sales targets and fostering long-term client relationships. Seeking to contribute to a technology-driven real estate brokerage to help financiers, tenants, and occupiers achieve higher returns.

Personal Details

- Birth Date: 1998-11-29

- Eligible to work in United Arab Emirates: Yes

- Industry: Real Estate

Work Experience

Real Estate Agent

ElSheikh Abdallah ElBadri Investments - Atbara

October 2022 – May 2024

- Advised clients on market conditions, prices, and mortgages.

- Generated leads through networking and marketing strategies.

- Conducted property viewings, negotiated offers, and facilitated closing processes.

- Improved client satisfaction by 40% through personalized service and effective communication.

- Analyzed market trends to provide strategic advice to clients, resulting in a 35% increase in successful transactions.

Real Estate Agent

City Real Estate Ltd Co - Khartoum

January 2022 – September 2022

- Assisted clients in buying, selling, and renting properties.

- Collaborated with cross-functional teams to enhance marketing efforts and property listings.

- Conducted market research to determine competitive pricing and market positioning.

- Exceeded sales targets by 20% through effective client relationship management and negotiation skills.

- Provided detailed property information and conducted open houses to attract potential buyers.

Education

Bachelor of Honor's in Computer Science

University of Science and Technology - Khartoum

2016 – 2022

Skills

- Real Estate Sales: Residential and Commercial Properties, Client Advising, Property Viewings, Offer Negotiation, Closing Processes

- Market Analysis: Market Trends, Competitive Pricing, Investment Advice

- Marketing: Lead Generation, Networking, Property Listings, Open Houses, Digital Marketing

- Customer Service: Relationship Management, Personalized Service, Communication

- Analytical Skills: Market Research, Feasibility Studies, Property Valuation

- Technology Proficiency: Real Estate Software, CRM Systems, Microsoft Office

- Soft Skills: Teamwork, Leadership, Analytical Thinking, Problem-Solving, Multitasking

Languages

- Arabic - Native

- English - Fluent