

TO WHOM IT MAY CONCERN:

I specialize in transforming vision into revenue and boosting productivity. **With 9 years of sales experience in Dubai, I've worked with high-net-worth clients on Citizenship & Residency through Real Estate Investment.** I also bring 15 years of experience in the financial services industry, managing real estate portfolios, sales, marketing, and account management. A strategic thinker with strong communication skills, I am skilled at analyzing complex concepts and driving company goals, while also mentoring and resolving challenges effectively.

I am a results-driven professional with strong operational integrity, a clear corporate vision, and excellent analytical and communication skills. With experience in large financial firms and the real estate industry, I excel at building relationships, increasing efficiency, and identifying new revenue streams. A decisive leader, I am adaptable to changing environments and technologies. Hardworking and goal-oriented, I bring a wealth of experience and cultural awareness from living in multiple countries. I am ambitious, respectful, and open to feedback.

I am actively exploring new opportunities in the real estate sector. Attached is my resume for your review. **I have a valid UAE driving license and possess my own Dubai residency visa. I am also proficient in three languages: English, Urdu, and Hindi.**

Thank you for your consideration and I look forward to hearing from you.

Sincerely,

Raja Aneed
Mobile: +971 50 575 2982
Email: Aneedrajaa@gmail.com

Continued...

Citizenship & Residency by Investment – Real Estate - Persuasive Communicator- Customer Satisfaction – Service Excellence – Repeat & Referral Business – Project Management & Coordination – Multilevel Communication – Intellectual Intelligence

High-impact, analytical, results-oriented, positive, innovative, and client-focused professional with a significant ability to identify initiatives and facilitate action-driven plans to support financial growth and objectives. 9 years of experience in all facets of Citizenship & Residency by Investment. 15 years of experience in real estate and mortgage servicing. A team leader with motivational management style, with dynamic communication and presentation skills; recognized for initiative, performing above expectations and analytical thinking, with a proven track record of surpassing set organizational goals; has finely tuned organizational, exceptional communication, multitasking and planning skills. Consistent in exceeding all goals in services, sales and profit; recognized for the ability to facilitate excellent customer service and bring the organization to the top tier of its industry. Core areas of strength include

- Sales & Marketing
- Persuasive Communicator
- Administrative Excellence
- Credit & Risk Analysis
- Negotiation & Resolution
- Professionalism & Effectiveness
- Quality Assurance & Satisfaction
- Process Improvement
- Customer Service Excellence
- Cross-Cultural Communication
- Diplomatic & Tactful
- Default & Asset Management

Technical Proficiencies Include: MS Applications/Operating Systems (MS Windows, Office, PowerPoint, Excel)

PROFESSIONAL EXPERIENCE

Huriya, Dubai

2021 - 2024

Sales Manager (Citizenship & Residency by Real Estate Investment)

I provide advisory services to high-net-worth individuals (HNWI) and ultra-high-net-worth individuals (UHNWI) seeking second citizenship and permanent residency by investing in their preferred country. This can involve options such as real estate, government bonds, or stocks. My role includes servicing both new and existing clients, managing their files, and maintaining strong client relationships. I also assess the financial needs of HNWIs and UHNWI, offering tailored investment strategies and recommending bespoke solutions that align with their unique requirements.

- Dealing with HNWI & UHNWI with a specialized focused on Citizenship & Residency by Investment.
- Assisting clients with making right considerations by presenting the most suitable solutions.
- Meet and coordinate with clients, lawyers and business partners.
- Following up with clients regarding pending documents.
- Following up with solicitors and business partners regarding the case and file.
- Ensure file completion, documents and submission.
- Maintain data with strict confidentiality and save backup.
- Successfully identifying, developing and managing new business opportunities within the markets.
- Business development and investment specialist.
- Managing clients and franchises to maximize conversion rates.
- Preparing and executing high impact meetings with potential introducers, partners and clients.
- Creating an excellent and professional work ethics, business relationship and standards with clients and business partners.

Migrate World, Dubai

2018 - 2021

Relationship Manager (Citizenship & Residency by Real Estate Investment)

Providing advisory services to high net-worth individuals (HNWI) and ultra-high net-worth individuals (UHNWI) on acquiring a second citizenship & permanent residency through investing in their desired country of choice either in real estate, government bonds and stocks. Servicing clients and managing new & existing file, client's relationship, analyze financial needs of HNWI & UHNWI and advising on investment strategies by recommending the bespoke solutions that suits client's needs.

Providing advisory services to high net-worth individuals (HNWI) and ultra-high net-worth individuals (UHNWI) on acquiring a second citizenship or permanent residency through investing in their desired country of choice either in real estate, government bonds and stocks.

EARLIER EXPERIENCE

SENIOR CREDIT & CLAIMS ANALYST - VALUATION SERVICES
First Canadian Title (FCT), Toronto, ON

2011-2016

Research and meet prospective client, Sales and customer service, resolving client queries and complains, Support advertising and promotional activities. Was responsible for negotiating/declining mortgage applications within the established guidelines, to be secured by new or existing real estate, exercising sound lending judgment without compromising service and profitability

MANAGER (CREDIT RISK & ACCOUNT MANAGEMENT)
AGF Trust Company, Toronto, ON

2008-2011

Coached, mentored, and developed a team of high-performing professionals. Worked with business lines to enable a sustainable improvement in risk; ensured that there was a continued commitment to external customers and minimal defects in customer interaction. Kept abreast of market practices, intelligence, innovation and best practices; engaged and supported timely implementation to enable increased consistency and mitigated losses

TEAM LEADER (CREDIT RISK MANAGEMENT)
ING Bank of Canada, Toronto, ON

2002-2008

Was responsible for account management, collections, preparing, submitting and managing mortgage files for legal action due to default; ensured that ING Bank of Canada policies and procedures were adhered to and risk exposure was addressed immediately.

PROFESSIONAL DEVELOPMENT

McMaster University, Hamilton, ON
Business Foundations, 2014

Ryerson University, Toronto, ON
Financial Accounting & Managerial Finance, 2010

TRAINING/CERTIFICATES

Real Estate Training, *Ontario Real Estate College*