

HASNAIN HAZOOR

SALES CONSULTANT

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SUMMARY

Results-oriented Real Estate Sales Manager with 4 years of experience leading sales teams to achieve over 120% of revenue targets and driving a 30% increase in sales growth. Proven expertise in building strong client relationships, optimizing sales strategies, and delivering exceptional customer service. Skilled in team leadership, market analysis, and negotiation, aiming to contribute to sustained organizational growth and success.

WORK EXPERIENCE

Mars Commercial Brokers - Sales Manager

Jan 2023 - Present

- Led sales teams for high-profile residential projects, including Aljada by Arada, Masaar by Arada, Al Mamsha by Alef, Hayyan by Alef, Zahiya Uptown, Zahiya Villas, and Ajmal Makan Sharjah Waterfront City, consistently achieving and exceeding targets while maintaining high customer satisfaction levels.
- Developed and implemented sales strategies that increased market reach and maximized revenue across various property segments.
- Conducted market research and competitor analysis to identify trends, optimize pricing strategies, and drive higher conversion rates.
- Built and nurtured strong relationships with high-net-worth clients, investors, and developers, enhancing sales performance and brand loyalty.

Blue World City - Assistant Manager

Jan 2020 - 2023

- Assisted in developing and executing sales strategies to achieve targets and drive business growth.
- Coordinated sales meetings, presentations, and customer interactions to ensure a seamless sales process.
- Managed sales documentation, reports, and client databases for accurate tracking and follow-ups.
- Supported the sales team in lead generation, market research, and customer relationship management.
- Provided administrative support, including preparing proposals, contracts, and other sales materials.

Topline Marketing Agency - Real Estate Agent

Jan 2018 - 2019

- Specialized in identifying, advising, and assisting clients in buying, selling, and renting properties.
- Provided comprehensive market analysis to help clients make informed real estate decisions.
- Developed strong relationships with clients, offering personalized service to meet their needs.
- Managed property listings, organized viewings, and negotiated favorable terms for clients.
- Collaborated with marketing teams to enhance property visibility and attract potential buyers.

EDUCATION

Master in Food Technology

Feb 2018 - Dec 2022

ADDITIONAL INFORMATION

- **Skills:** Project Management, Sales Tracking, Financial Analysis, Documentation, CRM.
- **Languages:** Arabic, English, Urdu, Hindi.
- **Awards/Activities:** Received the "Bright Beginner" Award for outstanding contributions to the Mars Commercial Brokers' portfolio.
- **UAE Driving License:** Valid