

AHMED IBRAHIM

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Leasing Agent

CORE COMPETENCIES

- Structured thinking to identify customers' needs and recommend suitable business solutions & products.
- Strong planning, organization, verbal & written communication skills with negotiation capabilities
- People oriented with interpersonal skills to work on group projects and nourish stronger relationship.
- Time management skills with the ability to manage long-term and multiple projects simultaneously.
- Strong project management from planning to execution and complete deliverable on schedule
- Result-oriented with can-do attitude and ability to work in a team environment or independently.
- Proficient in Microsoft (Word, Excel, and PowerPoint), CRM like Hub spot and Salesforce
- Solid knowledge and understanding of UAE Property Market.
- Have background about RERA Laws, Off-Plan sales, and secondary market.

SKILL HIGHLIGHTS

Business Development	Follow up Skills	B2C Marketing
Social Media Campaigns	Market Research & Analysis	Account Management
Opportunity Management	Off-Plan sales	Sales Planning & Lead Generation
Team Building & Leadership	Problem-Solving & Multi-tasking	Cold calling.
Operations Management	Profit & Loss Management	Analytical & Judgement Skills
Training & Development	Budgeting & Forecasting	Documentation & Reporting

WORK EXPERIENCE

Leasing Agent

Feb 2022 – SEP 2022

[Mayfair brokers company, UAE](#)

- Meeting potential renters and guiding them on tours of available units.
- Following up on leads for potential renters.
- Performing background checks, credit checks and other responsibilities to see if prospective renters are qualified.
- Preparing leasing documents for potential renters using property standards and regulations.

Leasing Agent

Jan 2019 – Nov 2021

[AL QAMA Group – Market research company, Real Estate industry UAE](#)

- Carrying out the day-to-day functions of property leasing, either independently or in conjunction with other leasing Consultants.
- Ensuring an effective working relationship with owners, developers and clients, and briefing your Manager promptly on any significant issues arising from those contacts.
- Lead and manage the leasing team.
- Coordinate with the property management team potential viewings.

Marketing executive

2017 – 2018

[Nile service Petroleum Company, Sudan](#)

- Maintained relationship with all the partners on periodical basis to ensure proper communication from all sources.
- Monitored the tenders and announcements for the Oil and Gas Industry thereby ensuring participation in all the tenders.
- Developed a database of qualified leads through referrals, cold calling, direct mail, email campaigns, and networking.
- Analyzed monthly sales to identify product lines that needed additional promotion to maximize profits.

Sales and Marketing executive (self-employed)

2014 –2016

- Contributed to the development of client's sales and marketing strategies and product positioning.
- Developed and maintained of branch accounts through outside sales activity as well as generating new sales leads.
- Supported sales & marketing efforts for the clients.

EDUCATION

- B. Sc. in Mining Engineering
- Google PMP Certificate.

LANGUAGES

Professional: Arabic & English.