

**Raza Ali**

# Add: D-20, Haji colony Jamia Nagar, New Delhi Mob: +91-7500927684

**Email: razaali100@gmail.com**

**PROFESSIONALSUMMARY**

Experienced Real Estate consultant who is proficient in commercial as well as residential properties. Adept at developing comprehensive property sales marketing materials and training real estate professionals.

Specialists in large-scale commercial property and high-end residential properties.

# CAREERCONTOUR

# Sr. Property Consultant – Brampton Trading & Contracting Co. , Qatar Aug’1*6 –Apr’18*

# *Qatar Home Services is a Qatari Real estate broker company dealing in Ultra luxury projects in Qatar.*

* Set and managed appointments to show homes to prospective clients.
* Personally dealt with lenders, home inspectors, pest control operators and like to ensure that all terms and conditions of purchase agreement were met before closing.
* Helped clients decide between financing options to ensure satisfaction.
* Kept up to date on competitive real estate knowledge through attending conventions, reviewing listings and trade journals.
* Generated lists of properties compatible with buyer requests and needs.
* Arranged meetings between buyers and sellers when terms needed to be negotiated.
* Coordinated property closings and oversaw closing procedures.
* Prepared formal documents such as purchase agreements, deeds, and leases.
* Accompanied and advised buyers during visits and inspections to ensure satisfaction with value and condition of property.

# Assistant Sales Manager - Arihant Group, Noida Extn, India July'14- June'16

# Assistant Sales Manager - Prateek Group, Noida, India Mar’10 - May’14

* Increasing Dealer lobby and handle their and their customers’ queries.
* Taking care of Company’s **Ultra luxury** Projects .
* Handled **HNI/NRI Customers** through telephone, emails and walk-in.
* Extensive **cold**/warm calls, cold visits, generate leads, taking regular follow up and fast closures.
* Persuaded customers for site visits. Pitched the product as per their needs and budgets.
* Gave presentations on laptop, projector and through brochures.
* Participated in **Exhibitions** and stand on Company’s kiosk in malls.
* Worked closely with marketing team to develop comprehensive offline and online marketing programs.
* Communicating with bank personnel and discussing loan options according to the client’s budget.
* Controlling of back office staff to update records and financial transactions in **CRM &ERP**.

## Achievements:

* Selectedamong20Salespersonsfor sellingPrateekGroup’sUltraluxuryprojecti.e.PrateekEdificestartingat

1.5 Cr (INR).

* Site In charge for 4 Months in absence of Manager in Prateek Group, responsible for full team sales target and administrative activity onsite.

# ACADEMIA

* MBA (Marketing) from JIMS College, New Delhi in2008-2010.
* B. Com from M.J.P. Rohilkhand University, Bareilly (U.P.) in2005-2008.

# ITSKILLS

* Well versed with MS Office, CRM,ERP & Internet Applications

# PERSONALDOSSIERS

Date of Birth 02/01/1988

Languages Known English, Hindi

Marital Status Single

Passport No. J4019594

Conveyance Yes