



Ali Ağaoğlu

Turkey-- Iraq-- Dubai Amman— SouthAfrica

International Real Estate Sales Director

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OBJECTIVE

Seek a challenging position within a reputed organization to apply all my professional expertise in the field of International Real Estate, interpersonal and organizational skills.

EDUCATION

Bachelor's degree in computer technology engineering

Degla private university / in IRAQ

From 2008- To 2011

Master's degree in computer technology engineering

Aalborg CADNMY OF SAINSE /IN DENMARK

From 2011 – To 2013

Doctorate degree in computer technology engineering

Aalborg CADNMY OF SAINSE / IN DENMARK

From 2014- To 2016

CAREER SUMMARY

CONTRACTING FOR THE DEMOLITION construction and reconstruction of private and public facilities and government departments . finding quick solutions to self –experience or external expertise and similar works for foreign –Arab and gulf countries

work in the field of communications promotions and saes in the world of wireless communication
my entry into the world of clothing and make –up trade for my one account
my work in higher Edcayion and the establishment of private universities

Over 14 years of collective experience in Real Estate investment, sales, customer relations, client management. Expertise in developing and implanting new prospects. An effective communicator with strong planning, interpersonal, and people management skills. Possesses language proficiency in Turkish, English, and Arabic.

PROFESSIONAL EXPERIENCE

SAHARA COMPANY

resident engineer and executive engineer

February 2009 – 2012

2018--2021

supervising the implementation of the demolition, construction and reconstruction works of the company funded by the international community to rebuild cities after the war operations in Iraq

ZAIN TELECOM COMPANY IN IRAQ

customer service and secondary company sales center

march 2014 --2016

- Supporting and helping build successful agents
- Managing a sales team and providing leadership, training, and coaching
- Recruiting agents to the brokerage to increase size and sales
- Assisting in negotiations between buyers and sellers
- Teaching weekly training classes (live or virtual)
- Controlling expenses and monitoring budgets.
- Ensuring every member of the sales team has the necessary resources to perform properly
- Tracking, collecting, and interpreting sales figures and reporting
- Meeting with clients and maintaining client relationships

MAJESTIC REAL ESTATE

International Sales Manager

February 2022 – Present

- Supporting and helping build successful agents
- Generating client leads to buy, sell properties
- Managing a sales team and providing leadership, training, and coaching
- Recruiting agents to the brokerage to increase size and sales
- Assisting in negotiations between buyers and sellers
- Responding to agent questions on contracts, negotiations, strategies, and goal planning
- Showing properties to potential buyers
- Teaching weekly training classes (live or virtual)
- Setting individual sales targets with the sales team
- Preparing loyalty contracts, purchasing agreements, rental agreements, deeds, and other documents for each real estate transaction
- Hiring and training staff
- Planning and directing sales team training
- Working on sales scripts with agents
- Meeting with clients and maintaining client relationships
- Tracking, collecting, and interpreting sales figures and reporting
- Ensuring every member of the sales team has the necessary resources to perform properly
- Staying informed on the real estate industry
- Controlling expenses and monitoring budgets.

EOM INVESTMENT – TURKEY

Board Directors

From June 2021– to Feb. 2022

- Provide strategic leadership and tactical implementation for the organization's real estate projects pipeline.
- Prepare the real estate projects' development and operational business plans (including market research, due diligence reports, financial analysis, investment strategy, anchors strategy, pricing, sale and lease strategy, risk register, and exit strategy).

- Produce consolidated high-level executive reports, showing a clear picture of the entirety of the works within the real estate portfolio, recommending the strategy, and highlighting all critical issues, recommending actions and measures.
- Prepare the delivery strategy of the development, coordinate with and integrate the input from other support functions; technical, legal, finance, market research, sales, and marketing and operation to deliver the project.

Afkar company, Istanbul and Basra

INVESTMENT MANAGER – REAL ESTATE

December 2020- To march 2021

- Engages in regular research and reading to stay apprised about the economy, global financial markets, and general current events.
- Maintains current knowledge about financial products available to corporate and individual clients, including bonds, stocks, investments, and trusts.
- Works closely with investment analysts to assess financial information and investment opportunities.
- Presents investment opportunities and related analysis while pitching proposed course of action in meetings with clients.
- Uses complex financial models to project future earning and profit potential and uses this data to inform decisions and proposals
- Makes decisions about financial and investment opportunities on behalf of clients.
- Meets with an investment team, including analysts and other managers, to stay up-to-date about market situations and company decisions that may impact one another.
- Takes on high levels of responsibility on behalf of financial institutions, corporate clients, investment organizations, and insurance companies.
- Develops relationships with clients and expands client network in professional and social settings.
- Specializes in a particular field or industry to aspire to achieve expert-level knowledge.

TRINK SYSTEM - ISTANBUL

Sales and team leader

February 2018 - To January 2020

- Leading, directing, and motivating the sales team to achieve the overall corporate sales objectives.
- Revising and implementing the sales strategies plans.
- Generating sales opportunities by identifying appropriate business targets.
- Providing a professional and excellent level of customer service with existing and new customers.
- Responsible for operating and maintaining real estate properties to maximize income and profits.
- Lead & supervise the real estate sales team, perform administrative duties and stay informed about the latest changes in the real estate industry.
- Develop effective training programs that teach sales how to acquire customers, negotiate deals, secure financing, and complete paperwork for the sale.
- Set weekly, monthly, and yearly monetary goals for the agents to achieve and conducted sales meetings.
- Attend association meetings to receive the latest information on housing regulations and legislation that affects the industry.
- Continually look to identify further business opportunities through effective lasing with other related businesses and colleagues.
- Plan, design, and conduct appropriate marketing and selling strategies for individual properties within the budgetary limit.

REMAX REAL ESTATE

International Real Estate Consultant - South Africa

April 2016 - To June 2017

- Assisting clients to make sound property-purchasing decisions.
- Finding clients in need of consultancy services through cold-calling, advertising, and business presentations.
- Analyzing market trends and demographics to identify the most sought-after and profitable areas.
- Consulting with clients to identify their needs, preferences, and financial concerns.
- Maintaining an extensive database of all properties for sale.
- Developing strategies to increase the value of properties for clients looking to sell.
- Conducting negotiations with real estate agents on behalf of clients.
- Communicating with legal counsel to prepare sale and lease documents.
- Cooperating with international real estate agencies to find our client's properties worldwide.

SKILLS

- Familiarity with project management concepts and software (Microsoft Project)
- Excellent communication and negotiation skills.
- Ability to come up with creative ideas.
- Good planning and organization skills & ability to manage multiple projects and prioritize work to hit daily, weekly, and monthly deadlines.
- Solid analytical ability to generate and interpret reports.
- Team spirit and good discipline.
- Coaching & people management.
- Professional experience in all administrative skills.

LINGUISTIC SKILLS :

- ARABIC
- ENGLISH
- TURKISH

PERSONAL DETAILS

- Date of Birth: 35 years old – 19th of march 1987.
- Nationality: Turkish.
- Visa Status: Tourist visa.

ALL REFERENCES WILL BE PRESENTED UPON REQUEST