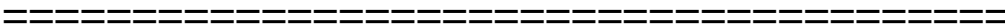




# **SHERIF SAMY ZAHRA**

## **Personal Info :**

- **Nationality** : **Egyptian**
- **Date Of Birth** : **20/12/1984**
- **Military Status** : **Exemption**
- **Marital Status** : **Married**
- **TELEPHONE** : **Mobile / 01223116686**
- **E-mail add** : **sherif\_zahra2000@yahoo.com**
- **ADDRESS** : **Nasr City, Cairo.**



## **Education :**

**B. Sc. of Commerce**

**Ain Shams University, Graduated 2007 .**

---

---

## **Courses :**

- English Conversation Course In American University .**
- <ICDL> office Course In ( I B M ) select CO .**

## **- EXPERIENCE -**

### **> MISR ITALIA < PROPERTIES**

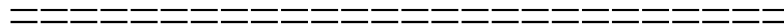
- **Title :** Sales Executive then Senior sales .
- Worked for the company residential and costal projects.  
( **MOUSA COAST** ) Ras Sdr & ( **ITALIAN PARK** ) residential ,  
( **LANUVA VISTA** ) compound new Cairo .
- Make a perfect presentation to our clients to explain the features  
Of the project units from Apartments , Villas and Chalets .
- Follow up our clients to offer them the best prices and payment  
terms to meet there needs for increasing my sales volume .
- Closing my deals to achieve the targets .
- Work in real estate exhibitions in Egypt.
- Duration : From 2007 To 2011 .

---

---

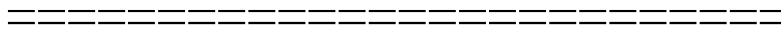
### **> EMIRATES HEIGHTS <**

- **Title : Senior Sales** for the year of 2012.
- Selling project units in Emirates resort north coast .
- Make a perfect presentation to our clients to explain the features Of the project from Apartments, chalets & Villas.
- **Sales Team Leader** for El Mohandseen Branch in 2013.
- lead my team to achieve the branch & Co. sales targets .
- Participate in real estate exhibitions in Egypt and Gulf .
- Duration : From 2012 To 2014 .



> **BETTER HOME** <  
**DEVELOPMENTS**

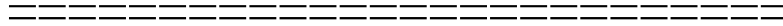
- **Title** : Sales Supervisor .
- Acting Team Leader .
- Worked in tow projects **HIGHLAND PARK** compound new Cairo & **MIDTOWN** compound fifth settlement .
- Make a presentation to our clients to explain the features Of the projects from Apartments and Villas, Selling projects units.
- Follow up our clients to offering them best prices and payment terms to meet there needs and support the team to close the deals and achieve our targets.
- worked in real estate exhibitions in Egypt and abroad .
- Duration : From 2014 To 2016 .



**ARDIC FOR REAL ESTATE**

## **DEVELOPMENTS**

- **Title :** Team Leader .
- Selling **ZIZINIA** compounds units in new Cairo and **ZIZINIA** Elmustakbal city.
- Make a perfect presentation to our clients to explain the features Of the project units from Apartments & Villas .
- Closure of the deals with professional selling methods as needed .
- work in exhibitions in Egypt and Gulf .
- Duration : from 2017 to 2018 .



## **MASTER GROUP DEVELOPMENTS**

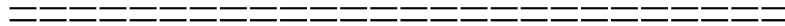
- **Title :** sales team leader.
- worked with tow project { The City & The City Valley }.
- manage my Team by teaching them all their needs about New Capital and our projects in R7 Are..
- Manage the Team by following them up in CRM and Daily Meetings for the direct & indirect cases to achieve The Company Targets.
- Then Moved to be a SALES MANAGER in OXFORD REAL ESTATE brokerage Company own to Master Group.

## **OXFORD FOR REAL ESTATE**

Brokerage Company

- **Title :** Sales Manager

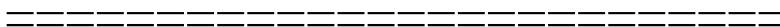
- A Company owned to MASTER GROUP
- Works with most of known big real estate developers in Egypt  
To serve our clients finding there needs from our selective wide range  
Real estate compounds in NEW Cairo , NEW CAPITAL and ,  
EL MUSTAKBAL CITY .
- Effective leader and manage the team by giving all support to achieve the  
Company Sales targets .
- Closure of the deals with professional selling methods as needed .
- Maintain an advanced team performance to achieve company goals .
- Duration : 2019



## **GROW FOR REAL ESTATE**

### Brokerage Company

- **Title :** Team Leader
- Hire and Manage the team .
- Setting a strategy sales plan for the Q .
- Works with most of known big real estate developers in Egypt  
To serve our clients finding there needs from our selective wide range  
Real estate compounds in New Cairo , New Capital and ,  
EL Mustakbal City, North Coast & El Sokhna resorts .
- Perform the full tasks to achieve the company sales volume .
- Follow up the team by daily reports, CRM , meetings and supporting  
them by giving all market updates and teaching how to follow up  
The pipe line leads and the ways of closing the deals by best methods .
- Duration : from January 2020 To December 2020 .



# **RADIX DEVELOPMENT**

- **Title :** Sales Manager
- Works in RADIX AGILE Business Complex Tower Down Town New Capital .
- Selling Radix Agile Commercial, Administrative and Medical units .
- Participate in launch the project with handle the clients different needs.
- Follow up the teams by daily reports, CRM and regular meetings .
- Support my team by giving all market updates schedules and teaching them the Ways of closing the deals by best methods .
- Set some offers plans to make a competition when participating exhibitions .
- Participate in most of big known Real Estate Exhibitions in Egypt and abroad .
- Duration : From January 2021 Till Present..

## **Skills**

- Very good salesman and manager .
- Strong leadership skills .
- Ability to manage and setting strategic sales plans .
- Able to manage the Team well to achieve the sales targets.
- Ability to deal professionally with difficult hard sales cases .
- A Good decision maker .
- Energetic self-motivated and able to work under pressure .
- Very Good In Public relations .
- Negotiation Skills .

**{ It's My Pleasure To Join Your work Group }**