

MALIK MAHAZ

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Present Address: JVC, Dubai



Objective

Seeking a motivating, incremental and challenging opportunity in Sales & Marketing, Customer Service and Business Development to demonstrate my skills and abilities with experience & knowledge in an organization offering scope for career growth and professional development, along with my honesty, smart work and dedication.

Professional Experience

Employer Name: ANK Developers, Dubai
Designation: Relationship/Sales Manager
Periods: Dec, 2018 – till date

During Tenure My Role

- Selling residential properties located in Dubai. (**Villas & Hotel**)
 - Develop and manage Local & International customers and brokers relationship (corporates & individuals).
 - Conduct Market Research to develop an understanding of the competition, opportunities and customer.
 - Help to plan, develop and execute sales & marketing strategies.
 - Work as part of the sales team, providing excellent customer service to bring more results.
 - Produce and manage internal & external documentation and agreements.
 - Analyze and evaluate the effectiveness of sales methods, costs, and results.
 - Developing relationship by working collaboratively with the clients to fully understand their requirements, satisfaction and most importantly their loyalty level.
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Professional Experience

Employer Name : Damac Properties, Dubai
Designation : Relationship Manager
Periods : June, 2018 – Dec, 2018

During Tenure My Role

- Travel to international market for events/road-show.
 - Develop and manage Local & International customers and brokers relationship
 - Produce and manage internal & external documentation and agreements.
 - Analyze and evaluate the effectiveness of sales methods, costs, and results.
 - Achieve set sales targets.
 - Developing relationship by working collaboratively with the clients to fully understand their requirements, satisfaction and most importantly their loyalty level.
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Professional Experience

Employer Name : Lootah Real Estate Developments LLC, Dubai
Designation : Senior Sales Executive
Periods : Dec 2015 – May 2018

During Tenure My Role

- Conduct Market Research to develop an understanding of the competition, opportunities and customer.
- Help to plan, develop and execute sales & marketing strategies and budget.

- Produce and manage external sales documentation and agreements.
 - Oqood submission and property handover process.
 - Analyze and evaluate the effectiveness of sales methods, costs, and results.
 - Achieve set targets in relation to legal completions, marketing budget spends, average selling price, sales selling overhead.
 - Developing relationship by working collaboratively with the clients to fully understand their requirements, satisfaction and most importantly their loyalty level.
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Professional Experience

Employer Name : Azizi Developments, Dubai
Designation : Senior Sales Consultant
Periods : Jan 2015 – Nov 2015

During Tenure My Role

- Achieve set targets in relation to legal completions, marketing budget spends, average selling price, sales selling overhead.
 - Deals with brokerage, investment companies to maximize the company profitability and to find out the investors to get the profit for company.
 - Developing relationship by working collaboratively with the clients to fully understand their requirements, satisfaction and most importantly their loyalty level. ➤ Work as part of the sales team provide excellent customer service.
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Professional Experience

Employer Name : Schon Properties, Dubai
Designation : Sales Executive
Periods : March 2013 – Nov 2014

During Tenure My Role

- Sale exclusive residential & commercial project
 - Give solution to investor to get maximum profit from residential and commercial properties and arrange their mortgage with the coordination of different Banks.
 - Develop relationship by working collaboratively with the clients to fully understand their requirements.
 - Work as part of the sales team providing excellent customer service.
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Professional Experience

Employer Name : Dubai Islamic Bank
Designation : Business Development Officer
Period : Feb 2011 – Feb 2013

During Tenure My Role

Marketing & Business Development

- Compile various reports and organize customer's personal files and documents
- Explain to customers the different types of loans and credit options that are best for them according to their financial status, as well as the terms of those services.
- Independently manage corporate correspondence, coordination within the department, make reports and presentations.
- Meet with applicants to obtain information for loan applications and to answer questions about the process.
- Obtain and compile copies of loan applicants' credit histories, corporate financial statements, and other financial information.
- Review and update credit and loan files.

- Ability to build strong relation with existing & new customers

Professional Experience

Employer Name : Star Asia News TV / Punjab TV
Designation : Correspondent (Field Journalist)
Period : May 2007 - Dec 2010

During Tenure My Role

3-year experience with Electronic Media as a local Correspondent and Coordinator

- Coordination with co-reporters, correspondents and to other team members.
- Arrange & take interviews.
- Make Documentaries, Small Packages, News stories, press releases & press notes.
- Compile News Reports
- Cover News Events, Press Conferences, Press Briefings, Campaigns.
- Attend the Media Briefing Workshops.
- Scan and monitor all major news websites, national and international Television News channels and develop news stories.

ACADEMICS QUALIFICATION:

Education	Year	University
B.S (HONS) Media & Communication Studies	2011	International University Pakistan,

MAJOR COURSES /HIGHLIGHTS

Development Support Communication	Research Methods in Communication
Intercultural, Interpersonal, Mass Communication	Program Production & Development
Qualitative & Quantitative Research	Computer Graphics
Documentary Production	Advance writing
Media Ethics & Laws	Specialized Journalism

PROFESSIONAL QUALIFICATION:

- **International Media Law & Ethics**, lectured by Professor Dr. Robert Jenson from university of Texas, U.S.A
- **Certificate of Attendance Media Workshop:** Attended the **IFES** media briefing workshop. Improved Reporting on Post-Election Disputes in Pakistan on 11th April 2008. This certificate has taken from country Director “**Staffan Darnolf**” of **IFES**.
- **Graphic Designing:** In recognition of successful completion of Graphics Designing course. Awarded this on 5th day of July 2005 with duration of 06 Months. I have ability to do work in windows, In-page, MS-office, PowerPoint, Adobe Photoshop and Corel Draw
- **Thesis/Research** on “Children Advertising ‘Analyzing & Exploring Ad Appeals’”. Qualitative & Quantitative research methodology used in research.

Computer / Tech Skills

- Microsoft Office
- SharePoint
- Salesforce
- CRM