

# Rami Esber

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## WORK EXPERIENCE

### **Istanbul Property for Real Estate and Investment Services**

**Istanbul / Turkey   Dec 2021 - Nov 2023**

Client Advisor

- Guiding clients in making critical decisions
- Assessing risk and suggesting win investment strategies
- Executing trades and investments
- Determining clients' needs and financial abilities to propose solutions
- Performing comparative market analysis to estimate properties' value
- Enhancing the marketing and sales plans
- Inspiring the clients to purchase property for the right price under the best terms

### **Expotim & Ladin for Exhibitions Services**

**Istanbul / Turkey   Dec 2020 - Sep 2022**

Sales and Marketing Development Representative

- Generating unique sales plans
- Meeting marketing and sales objectives
- Engaging in advertisements, emails, and promotional literature
- Identify the prospect's needs and suggest appropriate products/services.
- Build long-term trusting relationships with prospects
- Reporting to the CEO and working closely with them to provide the organization with a strategy

### **Clinic Center for Medical Tourism**

**Istanbul / Turkey   June 2016 - Dec 2020**

International Sales Team Manager

- Motivating the team to achieve the company targets
- Training the employees and developing their skills
- Leading and enterprising the sales process
- Analyzing the success of marketing campaigns
- Carrying out market research
- Creating Daily reports to the top management

## **Androun Group**

**Syria / All Cities Dec 2011 - Sep 2015**

Sales Team Manager

- Organizing the team tasks
- Moderating between distributors and suppliers
- Meeting marketing and sales objectives
- Engaging in sales activities by exploring new markets

## **EDUCATION**

**Master's of Business Administration**

**Istanbul Turkey 2016 — 2019**

Istanbul Aydın University

**Bachelor's Degree in Business and Economics (Marketing and Advertising)**

**Homs Syria 2005 — 2011**

Al Wadi International University

## **Languages**

**Arabic:** Native

**English:** Fluent

**Turkish:** Expert

**German:** Basic Knowledge

## **Strengths and Attributes**

Business Focus

Relationship Management

Work under pressure and to tight deadlines

Critical thinking

Superb leadership ability

Analyzing and problem-solving skills

## **Personal Information**

Date of Birth: 30 /03/ 1988

Nationality: Turkish

Marital Status: Single

Visa Status: Tourist Visa

