

# MANSOOR BABAR

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Current Address: building 2, Zone 25,  
Street 828, Al Mansoura, Doha Qatar

Availability: Immediate



## Key Competencies

- Customer Acquisition
- Meet up deadlines
- Able to work under pressure.
- Public Speaking
- Complaint Handling
- Payment collections and follow up
- Sales Reports & Correspondence

- Highly motivated to launch professional sales career
- An unwavering commitment to customer service, with the ability to build productive relationships, resolve complex issues and win customer loyalty.
- Good interpersonal, communication and relationship-building skills. Listen attentively, communicate persuasively and follow through diligently.
- Technically skilled and proficiency in Word, Excel, PowerPoint,

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## Education

- **B.Com** from Saint Francis Degree college  
**Main Subjects: Banking, Commerce, Accounting**
- **I.Com** from Saint Francis College Pakistan  
**Main Subjects: Banking, Commerce, Accounting**
- **10<sup>th</sup> Grade:** Gujranwala Board, Pakistan  
**Main Subjects: Arts**

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## Work Experience

**H&S Real Estate Pakistan: June 2023 to Sept. 2024.**

### **Responsibilities Overview:**

**Position: Business Development Manager**

- Leading Team for last six months and achieved given revenue targets.
- Real Estate Agent with eight years or sales experience in Marketing and selling commercial and residential properties in all across Pakistan.
- Ability to manage sales team and work under highly pressure.
- Targeting Dealers and marketing agencies to boost sales.

**Times Square Marketing: May 2022 to May 2023.**

***Responsibilities Overview:***

***Position: Business Development Manager***

- Develop successful strategies for engaging new customers and expanding sales territory.
- Ability to convince customers to buy properties.
- Ability to develop good relationship with prospective customers
- Over achiever for last six months
- Leading Team for last six months and achieved given revenue targets.
- Real Estate Agent with eight years or sales experience in Marketing and selling commercial and residential properties in all across Pakistan.
- Ability to manage sales team and work under highly pressure.

**Sapphire Properties: June 2021 to Feb. 2022**

***Responsibilities Overview:***

***Position: Assistant Manager***

- Maintained list of available properties and sites.
- Showed properties to prospective buyers and explained about features and costs.
- Conduct open houses to help market for-sale properties
- Stay up-to-date on market trends and property values to best assist clients
- Develop positive and trusting relationships with customers by addressing individual needs
- Communicated clearly with clients to identify their needs and budget and match to available properties
- Negotiated and managed sales contracts and answered all client questions.

**Star Marketing (Pvt) Ltd September 2020 to May 2021**

**Sales and Marketing Executive**

***Responsibilities Overview:***

- Client-focused Real Estate Agent with experience of helping clients to find their perfect investment by carefully researching market trends. property values and neighborhoods.
- Showed properties to prospective buyers and explained about features and costs.
- Conduct open houses to help market for-sale properties
- Stay up-to-date on market trends and property values to best assist clients
- Develop positive and trusting relationships with customers by addressing individual needs

**Management and Business Excellence consultancy. Lahore. Pakistan    May 2019 to August 2020**

Senior Business Development Executive with experience of 4 years in building business by identifying and selling prospects maintaining relationships with clients. Identifies business opportunities by identifying prospects and evaluating, researching and analyzing sales options. Sells products by establishing contacts and developing relationships with prospects recommending solutions. Maintain relationships with clients by providing support, information, and guidance researching and recommending new opportunities, recommending profit and service improvements.

***Responsibilities Overview:***

- Wholesale and Management
- FMCG
- Service Sector

**Global Brands LLC, Ajman, UAE    2016 to 2018**

Handle the setup, service and daily operations of business. Enter orders into the system; prepare daily sales reports for management; conduct monthly inventory of Garments; and perform heavy cash handling and reconciliation functions.

***Responsibilities Overview:***

***Position: Sales Manager***

- Greeted every customer with a smile, friendly conversation, and offer of assistance to enhance customer experience and buying opportunities. □
- Monitored trends and provided information to customers to maximize purchases. ┘
- Review pricing and service levels □
- Identify new sales and marketing opportunities □
- Closed major deals and followed up senior business relationships

***Languages:***

- English
- Urdu
- Punjabi

***Visa Status : Transferable Visa***

***License : Qatar Valid License***

References will be available upon request.