

Mir Kazim Ali Khan

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Driving License: Yes



Summary

Highly motivated and results-oriented Real Estate Executive with over 15 years of experience in the Qatari market. Proven success in property sales, leasing, and client relationship management. Skilled in negotiations, market analysis, and property management. Adept at building rapport and exceeding client expectations.

Education

- ITI National Trade Diploma (1999)
- Property Show & Situation Handling Course (Completion date not required)

Employment History

Gnosis Real Estate (Sales Supervisor)

August 2024 to Currently

Seasoned Real Estate Sales Supervisor with a proven track record of success in the dynamic Qatar real estate market. Adept at leading and motivating high-performing sales teams, driving revenue growth, and exceeding sales targets. Possess in-depth knowledge of property valuation, market trends, and legal regulations. Skilled in client relationship management, negotiation, and closing deals. Proven ability to identify and capitalize on emerging market opportunities.

Zukhrof Real Estate (Real Estate Executive)

Jan 2017 to Dec 2023

- Achieved a consistent sales record, exceeding targets each year.
- Successfully negotiated and closed deals for high value properties across diverse segments.
- Developed and maintained strong relationships with a network of clients and real estate professionals.

- Provided exceptional customer service, ensuring client satisfaction and repeat business.
- Managed property listings, conducted viewings, and prepared sales documentation.

Muntaza Group | Real Estate & Facilities

Management Staff | 2013 to 2017

- Oversaw the day-to-day operations of a portfolio of residential and commercial properties.
- Managed tenant relations, addressed maintenance requests, and ensured compliance with regulations.
- Prepared and monitored budgets, negotiated contracts with vendors, and optimized operational costs.
- Maintained accurate records and reports on property performance and tenant activity.

A1 Real Estate | Real Estate Agent | 2010 to 2013

- Conducted market research and provided clients with informed property recommendations.
- Negotiated favourable deals and terms for clients, maximizing their investment returns.
- Developed and implemented effective marketing strategies to generate new leads and listings.

Skills

- Property Sales & Leasing
- Client Relationship Management
- Negotiations & Market Analysis
- Property Management & Operations
- Communication & Interpersonal Skills

Languages

English (Fluent)

- Arabic (Conversational)