

Omar Shaar

Property Consultant Manager

CONTACT INFORMATION

Mobile : +96171414600 📞

Email : omarshaar@hotmail.com

Address : Ras El Nabeh, Beirut, Lebanon.

Nationality : Lebanese

Date of Birth : October 29th, 1991

LinkedIn :

<http://www.linkedin.com/in/omar-shaar-mba-0a5328145/>

PROFILE

Organized, innovated, and flexible candidate, successful at managing multiple priorities with a positive attitude. Willingness to take on added responsibilities to meet team goals.

SKILLS

Microsoft Office Tools (Word, Excel, PPT)

Leadership

Communication

Negotiation

Strategic Thinking

Networking

Problem-Solver

Business Strategy

Attention to Detail

Multitasking

Team Management

Employee Training

LANGUAGES

Arabic

Native or Bilingual Proficiency

English

Native or Bilingual Proficiency

HOBBIES

Fitness Training

EMPLOYMENT HISTORY

- **Property Consultant Manager**, Property Brokerage Management (PBM), Lebanon
August 2022 - Present

Responsibilities

- Staged and showed living spaces
- Advertised and marketed living spaces
- Found and reached out to new prospects
- Discovered clients' criteria and found living spaces that did fit their criteria
- Negotiated living space rent and closed deals with the clients.

- **Senior Credit Administration**, Banque Misr du Liban (BML Bank), Lebanon
June 2018 – August 2022

Responsibilities

- Managed credit transactions.
- Analysed credit requirement and credit data.
- Assessed credit risk.
- Made sure that approved accounts remained in good standing.
- Set terms for credit requests.
- Monitored loan requests and did set up payment schedules.

- **Sales Executive** - Lati Future Tourism, Lebanon
October 2016 – June 2018

Responsibilities

- Developed and sustained long-lasting relationships with customers.
- Called potential customers to explain company products and encouraged purchases.
- Answered customers' questions and escalated complex issues to the relevant departments as needed.
- Developed in-depth knowledge of company products.
- Maintained an accurate record of all sales, scheduled customer appointments and customer complaints.
- Collaborated with the marketing department to ensure that the company is reaching its target audience.
- Informed product developers of possible product improvements and changes to ensure that company products met current market needs.
- Prepared cost-benefit analyses for prospective and existing customers to determine the most suitable purchase options.
- Analysed competitors' products to determine product features, benefits, shortfalls, and market success.

EDUCATION

Doctorate Business Administration

Beirut Arab University, Lebanon, September 2022 - Present

Master Business Administration

Lebanese International University, Lebanon, September 2019 – June 2021

Bachelor of Science in Business Administration

Beirut Arab University, Lebanon, June 2012 – June 2015

Certificates

Professional Real Estate Brokerage, LAU university, from February 2024 to March 2024
Customer Service To Win The Real Estate Game, Dubizzle Academy, issued in March 2024
Communication Skills & Preferences training sessions, OLX Lebanon, issued in November 2022
Google Ads Display, online, issued in February 2021
Fundamental of Digital Marketing, online, issued in February 2021
International Computer Driving License Certificate, BAU university, issued in March 2014

TRAININGS

Personal Trainer for Health and Fitness.
Advanced Weight Training.