Khaled Shazbek

Sales person

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Summary

Dynamic professional with a Computer Engineering degree and over a year and a half of engineering experience, complemented by a successful transition to real estate sales. Proven ability to leverage technical knowledge and strong communication skills to drive results and build client relationships. Eager to apply a unique blend of analytical thinking and sales expertise to a challenging sales role, contributing to business growth and customer satisfaction.

EXPERIENCE

Confidence Real Estate, Beirut - *Broker*

March 2023 - Present

- Successfully closed over 20 real estate transactions, demonstrating strong negotiation skills and market knowledge.
- Developed and maintained relationships with clients, resulting in a high rate of repeat business and referrals.
- Conducted thorough market analysis to identify property values and investment opportunities, enhancing client satisfaction.
- Collaborated with mortgage brokers, inspectors, and attorneys to streamline transaction processes and ensure timely closings.
- Provided exceptional customer service, guiding clients through each step of the buying or selling process.
- Recruited and trained new advisors providing them with the technical, legal and area knowledge accumulated throughout my career.
- Managed a small team and provided guidance and support in negotiations and closing.

Intertwine Studios, Beirut - *Co-Founder*

October 2022 - March 2023

- Co-founded a startup, driving initial sales strategy and execution.
- Developed and implemented lead generation strategies, resulting in a robust pipeline of potential clients.
- Managed and nurtured leads through the sales funnel, ensuring effective follow-up and engagement.
- Conducted outreach to prospective clients, leveraging various communication channels to maximize reach.

- Negotiated and closed deals, achieving an increase in revenue during initial growth phases.

VeroZone solutions, Egypt *- Mobile App Developer*

December 2021 - November 2022

- Developed mobile apps using Flutter and a backend of firebase and/or Laravel and MySQL.
- Conducted Requirement analysis, planning, structuring and documenting tasks.
- Worked independently and developed E-commerce mobile app solutions.
- Applied an understanding of key business processes and practical experience to solve a range of problems of different complexities.
- Contributed to the company's culture and work environment by spreading honesty, accountability and preaching for a great work ethic.

EDUCATION

Beirut Arab University, Beirut *- BE in Computer Engineering*

August 2018 - June 2022

CGPA: 3.67

CERTIFICATES

Blockchain Basics (Great Learning) **certificate**

SKILLS

- Communication Skills
- Active Listening
- Relationship Building
- Negotiation Skills
- Product Knowledge
- Time Management
- Problem-Solving

- Adaptability
- Resilience
- Sales Techniques
- Team Collaboration
- Goal-Oriented
- Emotional Intelligence

LANGUAGES

- English (Highly proficient)
- Arabic (Native)
- French (B2)