



Hossam Abdel-Sattar Abdel-Azem Ghazy
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Professional Summary:

Results-driven Sales Manager with 15+ years of experience in real estate development and sales management. Proven track record in leading sales teams, achieving and exceeding revenue targets, and building long-term client relationships.

Strong expertise in developing and managing broker networks, delivering significant sales growth through brokerage partnerships and closing high-value VIP deals. Skilled in sales strategies, team coaching, and driving sustainable business growth.

EDUCATION:

1999 – 2003 Bachelor of Social Work – Cairo University, Degree: good

CERTIFICATIONS & COURSES:

- Supply Chain Management – Topnotch (2024)
- E-Marketing Specialist – E-Marketing Academy (2014)
- Professional Sales Skills – AMIDEAST (2007)
- How to Start a Small Project – Intilaaqah Egypt (Shell & FGF), 2007
- Basic Business Skills – AMIDEAST (2006)

PROFESSIONAL EXPERIENCE

Jan. 2025 – Now Sales Manager at Meamar Developments

- Leading and motivating the sales team to achieve monthly targets.
- Managing broker partnerships and executing strategic sales plans.
- Monitoring KPIs and coaching team members for performance improvement.
- Handling VIP clients and successfully closing high-value deals.

Jan. 2020 – Dec. 2024 Sales manager Al Ashraaf Developments

- Developed and maintained strong client relationships with investors and buyers.
- Prepared sales forecasts and growth strategies.
- Negotiated contracts and promo plans with **real estate brokers**.
- Expanded customer base and generated consistent sales growth.

Feb. 2015 Jan. 2020 Sales manager at Artal Real Estate

- Directed sales operations and consistently achieved revenue targets.
- Strengthened customer relationships and secured repeat business.
- Built and managed successful partnerships with brokerage companies to boost sales.

Feb. 2014 – Feb. 2015 Senior Sales Specialist at Entra sections " deceuninck " for UPVC Doors & Windows

- Managed designated sales territory and achieved sales objectives.
- Increased market share by positioning company products against competitors

Nov. 2011 – Feb. 2014 Sales and Marketing manager at Synapse Mideast E marketing & E-Commerce

- Led sales and marketing operations for digital products and services.
- Resolved customer complaints and improved client satisfaction

June 2008 – Oct. 2011 Senior Phone Banking representative at RAK BANK (National bank of Ras Al-Khaimah 'Best bank in UAE year 2006-2010)

- Phone Banking department responsible for cross selling bank products to customers and also answering the customer's inquiries regarding all the bank products such as the Credit cards, Personal Accounts, personal loans, Auto loans, Mortgage loans ... Etc.
- Providing the customers with all the information and the support they need and also try to assist them in any banking issues in such a professional manner.

Apr.2007 – June 2008 Customer Service Representative in (Vodafone Egypt)

- Working in the high value customers' segmentation & Handling customer' complaints and fulfilling their needs & escalating any network problem and revising customer suggestion

Apr. 2004 – March. 2007 Sales Representative in "Egyptian new home"

- Sales indoor & Solving customers' problems & Handling customer' complaints

Personal skills:

- Sales team leadership & coaching
- Strong broker network management
- High-value deal negotiation & closing
- Real estate sales & client relations
- Sales forecasting & strategic planning
- Excellent communication & presentation skills

Personal information:

Date of birth : 26th October 1982

Marital status : Married

Military service: Exempted