

# Mohamed Amin Abouelhoda

Al Barsha Heights , Dubai ,United Arab Emirates  
(+971) 583021353

[mohamedavokato121@gmail.com](mailto:mohamedavokato121@gmail.com)

[Linkedin](#)

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## Professional Summary

Dynamic and results-driven real estate sales manager with over a decade of experience in managing sales teams, negotiating high-value contracts, and driving revenue growth in both local and international markets. Adept at building strong client relationships, managing multiple projects, and leading teams to success in competitive environments. Committed to excellence in real estate sales and marketing.

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## Key Skills

- - Real Estate Sales & Consulting: Expertise in residential, commercial, and hotel real estate sales. Proficient in advising clients on property investments and navigating the purchasing process.
  - - Contract Negotiation: Advanced skills in negotiating contracts, particularly in high-value property transactions and international deals.
  - - Client Relationship Management: Ability to build and maintain strong client relationships, ensuring customer satisfaction and repeat business.
  - - Market Analysis & Strategy: Proficient in analyzing market trends and developing effective marketing strategies to increase market share and client acquisition.
  - - Team Leadership & Development: Experience in leading and training sales teams, driving performance, and ensuring alignment with corporate objectives.
  - - Project Coordination: Strong ability to manage multiple projects simultaneously, ensuring timely completion and quality standards.
  - - Public Relations & Communication: Excellent interpersonal and communication skills, with the ability to engage and influence clients and stakeholders.
  - - Problem-Solving & Decision-Making: Exceptional problem-solving abilities with a strategic approach to decision-making in a competitive environment.
  - - Time Management: Efficient in managing time and resources to meet tight deadlines in a high-pressure sales environment.
  - - Technology Proficiency: Advanced skills in Microsoft Office Suite, CRM software, and web-based research tools.
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## **Professional Experience**

### **Property consultant | Freelancer Real Estate Dubai**

**Dubai, United Arab Emirates**

**2024 - present**

#### **Sales Manager | Al-Henaki Real Estate Development Company**

*Jeddah, Riyadh, Mecca, Tabuk, Qassim, Khamis Mushait, Saudi Arabia*

**2023 - 2024**

- Spearheaded sales operations for residential, commercial, administrative, and hotel real estate projects.
- Led land auctions and sales in key regions across Saudi Arabia.
- Managed a sales team, driving growth and ensuring alignment with corporate objectives.

#### **Head of Sales | Real Estate Marketing Company**

*Jeddah, Saudi Arabia*

**2023**

- Founded and trained a high-performing sales and marketing team.
- Oversaw marketing strategies and sales for residential, commercial, and land properties.
- Increased market share and client acquisition through innovative sales tactics.

#### **Deputy Sales Manager & International Contracting Officer | EGMMASTER DEVELOPMENT**

*New Capital, Egypt*

**2021 - 2023**

- Negotiated international contracts and managed sales operations.
- Provided consultancy for high-value property transactions.
- Played a key role in expanding the company's market presence internationally.

#### **Sales and Marketing Manager | Freelancer**

**2020 - 2021**

- Provided freelance real estate sales and marketing services.
- Managed sales for diverse property portfolios across multiple markets.

#### **Deputy Sales Manager & Senior Property Consultant | York Towers Development**

*Cairo, Egypt & International*

**2019**

- Developed marketing strategies for properties in Georgia, Turkey, and Eastern Europe.
- Served as the international contract official for Cairo Branch.

**Senior Property Consultant | Memaar Almansour Development**

*Cairo, Egypt*

**2019**

- Consulted on property sales and helped clients navigate the purchasing process.

**Senior Property Consultant & Deputy Sales Manager | Memaar Al Morshedy Development**

*Cairo, Egypt*

**2015 - 2018**

- Led a sales team and drove significant revenue growth.
- Managed client relationships and ensured customer satisfaction.

**Senior Property Consultant | Trust For Real Estate Marketing**

*Cairo, Egypt*

**2010 - 2013**

- Advised clients on real estate investments and purchases.
- Consistently met and exceeded sales targets.

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**Education**

**Bachelor of Law**

*Faculty of Law, Cairo University*

*Graduation Year: 2013*

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**Certifications & Training**

- New ICDL
- Criminal Science
- International Adjudication
- Successful Criminal Lawyer

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**Languages**

- Arabic (Native)
- English (Advanced)

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## **Computer Skills**

- Microsoft Word, Excel, PowerPoint, and Office Suite
- Web Search and Cyber Security
- Windows and Online Essentials