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Reem Dougramaji

BSc Hons, Head of Middle East Desk

Summary

Reem has over 15 years of extensive experience in sales, having started in 1993 as a beauty consultant at one of London's leading luxury department stores. Beginning her career in sales with no experience and limited English language skills, it was her hard work and determination that allowed her to secure a position of great responsibility within her first few months. She then began managing a small account where she was able to compete with larger companies. Her enthusiasm and commitment also enabled her to progress in her career, later becoming area manager, responsible for 5 major leading London department stores. It was at this point in her career that she realized her great passion for the London luxury property market and chose to leave her position in retail to start as a junior negotiator selling overseas property in Dubai. This position was another opportunity for Reem to prove her abilities and dedication, ultimately allowing her to secure a permanent position in property. With seven years of letting experience, she was successful in realizing her ambition of becoming a member of the Harrods Estates sales team and head of the Middle East desk.

Experience

- Managing to close the highest deal achieved this year for the department.
- Always achieved and exceeded financial targets set by the company.
- Achieved the highest record for rental that resulted in achieving the highest fees for the company.
- Being able to build strong and solid relationship with all my clients which resulted in achieving numbers of multiple transactions per applicants.
- Having great knowledge of our stock on and off market as well as with other agents.

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Education Electrical Engineer from Baghdad University, BSc (Hons)

Specialist skills Great negotiation skills, honest, gain trust easily, repeat business, Arabic speaking, market knowledge, deal closing, management, team management, time management

Additional Skills Member of ARLA with NFOPP Technical Award in Residential Letting and Property Management award.