

Harrods Estates
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HARRODS ESTATES
LUXURY PROPERTY AGENTS

Established 1897

Shaun Drummond

B'Arch UCD (NUI) Sales Director, Harrods Estates.

Summary

Shaun is the Sales Director of Harrods Estates and is also acting Sales Manager of the Knightsbridge office. Having joined Harrods Estates in 1998 as a senior sales negotiator, he progressed through several management positions before becoming a director in 2010. He has been an integral part of the management team that has seen the company expand from one office in Knightsbridge to four offices in prime locations surrounding the store. Shaun previously worked at Savills in their New Developments department, selling both off-plan and completed residential units across a range of sites in central London. Prior to entering the property industry, Shaun qualified as an architect and specialized in major hotel projects in the UK and Europe.

With over 20 years experience in the highly competitive prime central London market, Shaun oversees the sales teams at Harrods Estates' four centrally located offices and also regularly contributes with his own sales. His excellent negotiating, networking and operational skills and management experience, combine to give a proven track record in delivering results.

Experience:

- Manager, Sales Department Harrods Estates – delivered £7.5m in sales in years 2010-2015.
- Manager, Flat Sales, Harrods Estates – on target for years 2006-2010
- Senior Sales negotiator, Harrods Estates- achieved consistently above sales targets.
- Sales negotiator, Savills – selling new developments over a range of sites across London.
- Project Manager for the refurbishment of Claridges, London.
- Project Architect for a 5 star resort Hotel in Portugal (on site).
- Architect for 5 star Hotel developments in Germany and Spain.

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Email: shaun.drummond@harrodsestates.com

Education:

University of Liverpool School of Architecture. B A (Architecture).

University College Dublin,
Bachelor of Architecture.

Specialist Skills:

Conducting sales appraisals and winning new instructions over a wide range of property classes. Liaising and maintaining key client relationships at all levels.

Establishing and developing relationships with fellow professionals in the residential property industry including major developers, financial institutions, solicitors and surveying firms.

Overseeing the hiring, training and mentoring of staff.

Ensuring that all staff are updated in terms of compliance procedures in conjunction with HR.

Ensuring that the company adheres to our strict AML procedures.

Ensuring the marketing of our instructions are consistent with the Harrods brand image.

Ongoing market analysis and assessment of our competitors.

Additional Information:

CLEA representative for Harrods Estates.

Regularly representing the company at external professional and private client events.

Currently studying for NAEA membership.