



ZUNAIRA ATIF

TEAM LEAD SALES / REAL ESTATE CAREER
ASPIRANT

CONTACT

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📍 Dubai Marina, UAE

PROFILE

Sales professional with over 3 years of experience in real estate and IT sectors. Exceeded sales targets, cultivated lasting client relationships, and lead high performing team. Seeking to apply my diverse sales background and leadership skills to excel in Dubai's competitive real estate market, allowing me the opportunity to grow professionally.

EDUCATION

BEACONHOUSE SCHOOL SYSTEM (2016 - 2019)

- O'levels in Business Studies
- 8A's

BEACONHOUSE COLLEGE (2019-2021)

- A'levels
- Business and Economics
- A Grade

SKILLS

- Public Relations
- Negotiation & Deal Closure
- Leadership & Staff training
- Effective Communication
- Real Estate project coordination
- CRM & Productivity tools

LANGUAGES

- English (Fluent)
- Urdu (Fluent)

WORK EXPERIENCE

UniSoftwares Pakistan | Team Lead/ Supervisor Oct'2024- Dec'2024

- Led a team of sales executives, driving a 20% increase in monthly sales within two months.
- Assist the management in hiring process.

UniSoftwares Pakistan | Senior Sales Executive Feb'2024 - Oct'2024

- Developed and executed tailored sales strategies for international clients.
- Surpassed sales targets during probation period, leading to early consideration for a supervisory role.
- Mentored new staff.

Salsoft Technologies | Senior Sales Executive May'2022 - Nov'2023

- Managed end-to-end B2B sales for the US market, increasing client retention by 50%.
- Negotiated contracts and maintained long-term client partnerships.
- Oversaw CRM database and generated performance reports.

Nestleap | Sales Executive Feb'2022 - May'2022

- Developed early experience working with large-scale real estate projects data, client communication and sales processes.
- Facilitated Agile workflows for prompt project delivery.