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Al Madian Tower 1 flat 603
Deira, Dubai, UAE
D.O.B: 20/01/1982

EDUCATION

Certificate in AutoCAD
Drafting: Technology
Family Computer Doha
Qatar, Doha, Qatar, 2005

BS Management
Virtual University of Pakistan
2008

Diploma of Associate
Engineering: Air Condition &
Refrigeration
Punjab Board of Technical
Education, Lahore, Pakistan,
Pakistan, 2004

Certificate of Basic Airline
Ticketing: Technology
Qatar Aeronautical College,
Doha, Qatar, Qatar, 2003

Diploma: Computer Hardware
Computer and
Communication **Doha Qatar**,
Doha, Qatar, 2001

AHMED HAMEED

PROFESSIONAL SUMMARY

Dedicated and results-oriented real estate professional with 3 year of experience in residential and commercial property sales. Proven track record of exceeding sales targets through strategic planning, client relationship management, and negotiation skills. Proficient in market analysis, contract negotiation, and property valuation. Adept at leveraging technology and social media platforms to market properties effectively. Committed to providing exceptional service and achieving optimal outcomes for clients.

WORK HISTORY

June 2024 – February 2025

Work as a Real Estate Agent in Autograph Real Estate

8-month experience in real estate.

Working with developer also attend training sessions in Emaar and Damac

Working in off plan and secondary market always help client to find their dream home

Finalized the deal and negotiate the price as per my client requirement.

December 2023 – current

PWG Group

Working as a Global Mobility Consultant (Dubai UAE)

Working in sales department my responsibilities typically include identifying potential customers. Pitching our services to them, negotiating terms, and closes the deals.

May 2023 – November 2023

Smart wings marketing management call center (Dubai UAE)

Tele sales

As sales agent for a trading platform I play a crucial role in driving revenue growth and expanding the platform's user base by effectively promoting its value proposition and delivering exceptional customer service.

I Educate my potential clients about the features, benefits, and functionalities of the trading platform, as well as how it can meet their specific trading needs.

May 2020 - January 2023

Prime Land Real Estate (Lahore)

Working as a Broker / sales agent

~~As a real estate agent, I make sure to stay updated on ever-evolving market trends.~~ I strive to serve as a bridge of communication between buyers and sellers as I help them navigate through the complexity of property transaction, and for this I possess strong communication skills, and adhere to ethical and moral standards of my job. Ultimately, the end goal is most satisfaction for all due to a successful transaction.

April 2009 - January 2020

Al Saeed Group - HVAC Supervisor

- Supervise Complete HVAC work and services for multi storied building
- Coordinate with other facilities like Plumbing and firefighting system

of ducting and CWP as per approved shop Drawings

- Having regular meeting with PM and Sit engineer for smooth running of the Project
- Preparing submittals to getting approvals from consultants for all HVAC work
- Supervise the team to installation of FCU's , AHU's as per the approved drawing
- Supervisor the team to installation of Chiller and pumps as per approved drawing
- Collaborated with plant engineer to resolve escalated HVAC and refrigeration issues.
- Measured and assembled materials to meet product specifications.
- I stay updated with the latest advancements in HVAC technology, regulations, and best practices
- This allows me to recommend system upgrades, energy-efficient solutions, and cost-saving measures to improve overall performance
- I have always kept my store inventory updated for smooth running project and ensure that the project will be delivered on time
- Retained detailed and up-to-date maintenance and repair records.
- Tested air conditioning and refrigeration equipment and to verify proper operation.

June 2005 - December 2009

Al Khair Electronic - Service supervisor, Doha, Qatar

- Supervising HVAC technician team and allocate the work and ensure that technicians perform their tasks efficiently and effectively.
- Attended major complaints, diagnosed the main fault and completed the work.
- Co-ordinate and manage HVAC installation, maintenance and repair project, this involve creating work schedules assigning tasks and insuring project are completed within deadline.
- Maintain quality standards, by conducting inspection, reviewing work orders and ensuring that installation and repairs comply with industry codes and regulations. I also perform system testing and troubleshooting to identify and resolve the issue.
- I oversee regular maintenance of HVAC systems, including cleaning, lubrication, filter replacement, and calibration. Also ensure that preventive maintenance schedules are followed to minimize breakdowns and maximize system efficiency.
- I try to enforce safety protocols and standards to ensure a safe working environment for my team. This includes conducting safety training, identifying hazards, and promoting the use of personal protective equipment (PPE).

SKILLS

- In-depth knowledge of refrigeration systems
- Construction site safety training
- Installation expert
- Duct sizing and design
- Piping and brazing
- Technical drawing preparation
- Client coordination
- Central plant background

PROJECTS

- Ooredoo customer care center in Al wakrah Doha Qatar: Installation of complete HVAC work including package units ducting and related accessories including electrical work.
- Qatar petroleum waste treatment plant in Mesaied, Qatar: Installation of complete HVAC complete work like chillers, package units, AHU FCU's and related electrical and mechanical works.
- Ooredoo Tower at Westbay, Doha Qatar: Complete ducting and chilled water pipe works as per specification and drawings.
- New Police Collage Doha Qatar: Supply and installation of diesel boiler including plate heat exchangers including pool dehumidifier units to control the humidity.
- New Police Training Institute in Doha Qatar: Complete electrical mechanical work for fire pump rooms.
- Supervise installation of Chiller & electrical installation work, and operate the chiller as per demand for **Middle East pipe coating co.** (Doha Qatar)
- Al Sharq Printing Press Doha Qatar: Installation of HVAC system including electrical with testing and commissioning and getting approval from consultants.
- Minister's Building Doha Qatar: Supervised complete pre-insulated ducting work.
- Al Sharq Printing Press Doha Qatar: Supervised air-condition maintenance for two years
- Worked as a **Carrier Sub-contractor** for Chiller replacement work at various locations in Qatar.
- Supervised the site removing old chillers and install new chillers (replacement of chiller in ASAS twin tower and QFM(Qatar floor mills))

Languages:

English, Urdu, Hindi, Punjabi and Arabic etc.