

AHMED M. ELSAYAD



Dubai-UAE

Mob: 0524804701

ahmedelsayad18@gmail.com

Academic background:

Master of law

Mansoura University, 2015

Bachelor of Law

Mansoura University, 2013

Certificates:

- TOLES U.K (Test of legal English skills).
- Arbitration Course (Cairo Regional Centre for International Commercial Arbitration) "CRCICA"

Membership:

- Broker card holder from DLD
- Membership of the Egyptian Bar Association.
- Membership of Arab Lawyers' Union.
- Membership of emirates red crescent.

Experienced Legal advisor and Real Estate with Over 9 Years in UAE and Egypt

Holding a master's degree in law, with comprehensive expertise in UAE laws, real estate law, employment law, trademark processes, contract drafting, legal memoranda, and company formation. Demonstrated success in driving over 26 million AED in sales in 2024 and 11 million sales in 2025 underscoring strong capabilities in real estate management and client relations. Proven ability to lead and manage legal and real estate operations effectively to support organizational objectives and drive business growth. Seeking a challenging role within a reputable organization where extensive legal knowledge, real estate experience, and strategic skills can contribute to success.

Employment history:

Organization: Artego Rael Estate Brokers

Designation: Investor adviser (off plan)

Nov 2024_Persnt

Key Responsibilities:

- Advised local and international investors on premium off-plan real estate opportunities.
- Analyzed market trends and project launches to offer strategic investment options.
- Collaborated directly with top developers to secure best units and deals for clients.
- Managed end-to-end sales process: consultation, unit selection, negotiation, and closing.
- Maintained strong client relationships with focus on trust, transparency, and results.
- Organizing site visits, virtual tours, and property presentations for prospective buyers and investors.
- Assisting clients with payment plan options, legal procedures, and investment return expectations.

Organization: VIVALUX Rael Estate Brokers

Designation: CEO & Property consultant

Nov 2022_Aug 2024

Key Responsibilities:

(CEO Responsibilities)

- Strategic Leadership: Develop and implement strategic business plans focused on off-plan projects to enhance market presence and achieve sales targets.
- Market Analysis: Conduct in-depth market research to identify trends, opportunities, and competitive positioning specific to off-plan developments.
- Client Relationship Management: Build and maintain strong relationships with clients, ensuring exceptional service and satisfaction throughout the purchasing process of off-plan projects.
- Operational Oversight: Oversee daily operations, ensuring compliance with legal and regulatory requirements related to off-plan sales.

Skills & Abilities:

- ✓ Organizing skills
- ✓ Critical thinking
- ✓ Effective leadership
- ✓ Presentation skills
- ✓ Corporate communication
- ✓ Time management
- ✓ Team player
- ✓ Emotional Intelligence
- ✓ Legal writing
- ✓ Negotiation skills

Computer Abilities:

MS Office.

Languages:

English: Fluent

Arabic: Native

Personal Info:

Nationality: Egyptian

DOB: 17 July 1992

Visa:

Golden visa holder

Other:

UAE Driving License

- **Financial Performance:** Drive financial performance by managing budgets, forecasting revenues, and implementing cost-control measures to ensure profitability.
- **Developer Relations:** Establish and maintain strong relationships with property developers, fostering partnerships that facilitate successful project launches and sales.
- **Training and Development:**
 - Implement specialized training programs for agents on best practices in selling off-plan properties and effectively communicating with developers.
 - Equip the sales team with the necessary tools and knowledge to enhance their skills in property negotiation and relationship management.
- **Marketing Strategies:**
 - Develop and execute comprehensive marketing plans specifically for off-plan projects, targeting key demographics.
 - Utilize digital marketing, including social media advertising, to maximize online visibility and engagement.
 - Create compelling marketing collateral, such as brochures, videos, and virtual tours, to effectively showcase off-plan properties.
 - Organize promotional events and open houses to attract potential buyers and generate interest in off-plan developments.
 - Collaborate with influencers and local media to enhance brand awareness and promote off-plan projects.
 - Analyze marketing campaign performance and adjust strategies based on insights to optimize outreach and lead generation.

(Property consultant Responsibilities)

- **Client Consultation:** Provide expert advice to clients on purchasing off-plan properties, including market trends, investment potential, and project specifics.
- **Property Evaluation:** Conduct thorough evaluations of off-plan developments to assess their value, viability, and alignment with client needs.
- **Market Research:** Stay informed about current market conditions, emerging trends, and competitor offerings in the off-plan property sector.
- **Sales Presentations:** Prepare and deliver compelling presentations and proposals to clients, showcasing the benefits and features of off-plan properties.
- **Negotiation:** Facilitate negotiations between clients and developers, ensuring favorable terms and conditions for all parties involved.
- **Relationship Building:** Establish and maintain strong relationships with property developers, investors, and stakeholders to create opportunities for collaboration.
- **Documentation and Compliance:** Ensure all necessary documentation is prepared and comply with legal and regulatory requirements throughout the sales process.
- **Client Support:** Provide ongoing support to clients post-sale, addressing any questions or concerns regarding their off-plan purchases.
- **Marketing Collaboration:** Work closely with the marketing team to develop strategies and materials that effectively promote off-plan projects.
- **Networking:** Attend industry events, trade shows, and networking functions to expand professional connections and identify potential leads.

- Performance Tracking: Monitor and report on sales performance, client feedback, and market dynamics to inform strategic decisions and improve service delivery.

Organization: VIVALUX Holiday Homes

Designation: CEO

Feb 2022_Nov 2022

Key Responsibilities:

- Strategic Leadership: Develop and implement long-term strategies to align with the company's vision and market opportunities.
- Growth Opportunities: Identify expansion prospects through property portfolio development and partnerships with stakeholders.
- Market Adaptation: Evaluate and adapt to market trends and customer demands to maintain a competitive edge.
- Operational Oversight: Oversee property acquisition, management, and maintenance to ensure high standards.
- Compliance Monitoring: Ensure adherence to local regulations and industry best practices.
- Financial Management: Drive financial performance through effective budgeting and revenue optimization.
- Team Leadership: Build and lead a high-performing team across various functions.
- Training Implementation: Implement training programs to enhance skills and support professional growth.
- Brand Experience: Enhance brand reputation through exceptional guest experiences.
- Customer Strategy: Develop strategies to improve services and drive customer loyalty.
- Marketing Initiatives: Lead marketing efforts to maximize visibility and drive bookings.

Organization: Ghassan Aboud Group

Designation: Legal Advisor

Sep 2020_Jan 2022

Key Responsibilities:

- Legally reviewing, drafting, and negotiating agreements, projects' contract, employment contracts, company policies and any other binding agreements or any legal document.
- Handling and participating in company formation process and supporting legal tasks relating to new company formation, License issues, amendment also in addition to related work for free zone area e.g., Jafza, DMCC or others.
- Providing legal opinion and advising corporate directors on their rights and responsibilities.
- Supporting the Legal department in compliance and regulatory matters for the Group Companies.
- Examine the legal issues related to new products and services.
- Representing the company in legal procedures.
- Liaising with external law firms in respect of court Hearings for cases filed by and/or against the group companies and following up with the Lawyers on the updates.
- Prepare the appropriate legal documents for trial or court procedures

- Preparing litigation memos in respect of litigation cases of the group companies handled internally.
- Liaising with trademark agents and maintaining a record of trademarks for various group companies.
- Keeping record and filing of legal approved documents/contracts/constitutional documents of the Group companies/ correspondence.

Organization: Binhendi Enterprises

Designation: Legal Assistant

Nov 2019_April 2020

Key Responsibilities:

- Drafted, reviewed and negotiated strategic contracts & coordinated business and provided needed legal support to ensure that all stakeholders are involved as required (e.g. litigation, labor and employment, etc.).
- Provided legal advice, opinions, and assistance to all departments in the group, in all related aspects.
- Liaised with external lawyers in respect of court cases and following up with the Lawyers on the updates.
- Support the Finance department to collect the outstanding payments either through negotiations or through the court.
- handled rental cases /RDC system /execution procedures with the Rental Disputes Department and related follow-up activities.

Organization: Al Mezan Real Estate

Designation: Legal Assistant.

Feb2018_Oct2019

Key Responsibilities:

- Drafted leasing contracts, related agreements and regulatory documents for technical suitability and legal compliance, to ensure sufficient protection for stakeholders.
- Conducted needed communications with internal stakeholders and directors for contractual matters and associated legal issues.
- Participated in contract negotiations to ensure the maximum interests and protection for the organization.
- Handled prospected legal issues & analyzed all scenarios which require mitigation procedures or risk assumption.
- Followed-up rental cases /RDC system /execution procedures with the Rental Disputes Department.
- Followed-up notary notice with notary public.

Organization: Mohammed Arafeh Advocates and legal consultants

Designation: Junior Lawyer.

Jan 2016 – Jan 2018

Key Responsibilities:

- Drafted memos and reviewed legal briefs.
- Apprised clients on potential risks and costs associated with each course of action.
- Resolved post-judgment litigation settlements and default judgment orders in favor of the client.
- Filed all case pleadings in a timely manner.

- Managed all trial preparation for case litigation.
- Drafted objective memoranda for each case.

Organization: El Sayad Group

Legal assistant

Jan 2013 – Nov 2015

Key Responsibilities:

- Contacted with Client to claim any due debt weather amicably or through litigation.
- Drafted contracts/memos/letters.
- Contracts Negotiations.
- Engaged in complex civil litigation under statutes relating to protection of the environment.
- handled all issuing commercial licenses and managed all related governmental processes.