

Dora is a multilingual experienced Executive Sales Manager who was born and raised in a multicultural environment with Sales, Strategy, and Operations in her blood. With over a decade of experience, Dora can turn the sales process in a happy journey for different customers' typologies. One of her proven keys to success is employing a predictive analytics approach to build strategies taking into considerations the market's regulations and customers' expectations. She is also an effective leader with the ability to coach and motivate personnel in various roles and use measurable success KPIs to follow the strategy and companies' goals execution. Part of her team leader's role is to provide a set of measurable success KPIs to follow the strategy and companies' goals execution.



WORK EXPERIENCE

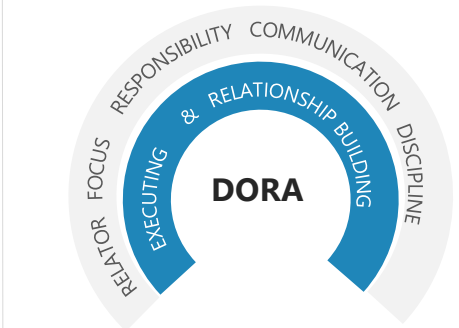
- Executive Sales Manager** – VEFA Real Estate Development Nice
2015 - Present
 - ▶ Developed and trained a national network of 100 new sale representatives: coordinated training sessions for groups of 20 sales advisors (real estate agents, property managers & financial investment advisors.)
 - ▶ Developed multiple business partner relationships (real estate promoters, banks, and brokers) and final customers network.
- Sales & Development Manager** –VEFA Real Estate Development Nice
2011 - 2015
 - ▶ Specialized in marketing & selling off-plan properties
 - ▶ Worked with financial institutions developing fiscal solutions and tax exemptions for B2B and B2C sales.
 - ▶ Developed and managed a 120-client portfolio and accounts network, covering the entire French Riviera region.
 - ▶ Rewarded as one of the top three most productive sales representative six years in row, within a team of 40 people.
 - ▶ Performed the entire range of Sales Management duties from step one to delivering the final product.
- Business Development Manager** – Solaxia Nice
2009 - 2011
 - ▶ Specialized in property-tax-savings exemptions.
 - ▶ Sold high end exclusive products, partnering with Alliance Labialization (luxury housing).
 - ▶ Provided financial advice to foreign clients providing additional service with legal and EU regulations specificities and administrative processes.
- Sale Development Representative** – Dazur Real Estate Nice
2007 - 2009
 - ▶ Direct sales: prospected new clients, wrote estimates and invoices for customers & landlords.
 - ▶ Conducted property viewings, sales meetings, pricing and offers and discussed legal processes with lawyers.
- Marketing Manager** – Media Max – Pixman Corporation France
North Africa
2005 - 2007
 - ▶ Managed a three-person sales team, reporting directly to the local sales director and sales director at the Canadian HQ.
 - ▶ Developed a new promotion concept within three markets: France, Morocco and Tunisia.
- Founder** – Dad Technologies -Telecommunications Nice
2004 – 2007
 - ▶ Opened and made the company profitable with two offices in Nice and managed the company's sales team, stock coordination and marketing strategy.

EDUCATION

LANGUAGE ON - USA
English Training
Level 6
 2020

SCHOOL PIGIER, FRANCE
BACHELOR DEGREE IN MARKETING
 2001

WHO AM I BASED ON GALLUP CLIFTON STRENGTHS?



LANGUAGES

ENGLISH	Professional Working Proficiency
FRENCH	Bilingual Proficiency
ITALIAN	Bilingual Proficiency
ARABIC	Bilingual Proficiency
SPANISH	Professional Working Proficiency
PORTUGUESE	Elementary Proficiency

INTERNATIONAL EXPERIENCE & CULTURE



PROFESSIONAL SKILLS

- ▶ Responsible for selling **10.000+** new properties
- ▶ Coach for **100+** of sales representatives and real estate advisors
- ▶ Successfully extended the business by opening and managing new offices
- ▶ Owning **>25%** Increase in company's turnover (within a team of **40+** people)

CERTIFICATIONS

Managing as a Coach	UC Davis
Setting Expectations & Assessing Performance Issues	UC Davis
Successful Negotiation: Essential Strategies and Skills	University of Michigan



More info on:
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