

NNAMDI GILBERT EKWOMADU

REAL ESTATE SALES EXECUTIVE

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PROFESSIONAL SUMMARY

Results-driven Real Estate Sales Executive with over 2 years of experience in property sales, lead generation, client acquisition, relationship management and real estate marketing. Proven ability to follow up with 20+ prospective clients daily, achieve sales targets, generate property leads and support prospects through the sales process from enquiry to closing. Skilled in digital marketing, social media marketing, CRM management, client engagement, sales pipeline follow-up, property presentations and site visits. Strong communicator with a results-focused approach to converting prospects, building lasting client relationships and contributing to property sales revenue.

CORE COMPETENCIES

- Real Estate Sales & Business Development
- Client Acquisition & Conversion
- Social Media Marketing
- CRM Management & Sales Pipeline Tracking
- Client Relationship Management
- Property Presentations
- Client Follow-up & Engagement
- Market Research & Property Promotion
- Sales Reporting & Record Keeping
- Valid Driver's Licence
- Lead Generation & Prospecting
- Digital Marketing
- Property Marketing & Promotion
- Inbound & Outbound Sales
- Sales Negotiation & Closing
- Property Site Visits & Inspections
- Sales Target Achievement
- WhatsApp & Digital Lead Generation
- Driving & Field Sales Operations

PROFESSIONAL EXPERIENCE

ODIBOLA PROPERTIES

Real Estate Sales Executive | 2023 - Present

- Achieved assigned monthly sales targets through consistent prospecting, client follow-up, property presentations and conversion of qualified leads.
- Followed up with 20+ prospective clients daily through phone calls, WhatsApp and other communication channels, maintaining consistent engagement throughout the sales process.
- Generated and qualified prospective buyers through direct prospecting, referrals, social media, digital marketing and property promotion, creating a steady pipeline of potential clients.
- Managed prospects from initial enquiry through property presentation, site visit, negotiation and closing, providing consistent follow-up at each stage.
- Built and maintained strong relationships with clients by understanding their property requirements, budgets, preferred locations and investment objectives and recommending suitable opportunities.
- Conducted property presentations and site visits, clearly communicating property features, locations, pricing and investment benefits to prospective buyers.

- Used social media and digital marketing channels to promote available properties, generate enquiries and increase visibility among potential buyers.
- Utilized CRM/sales pipeline management practices to organize prospect information, monitor follow-ups and maintain visibility of active sales opportunities.
- Strengthened client engagement through regular telephone calls, WhatsApp communication and personalized follow-up, helping move prospects closer to purchase decisions.
- Supported inbound and outbound sales activities, responding to property enquiries while proactively contacting potential clients.
- Applied negotiation and persuasive communication skills to address client concerns, handle objections and support successful property transactions.
- Maintained accurate records of client interactions, property interests, follow-up activities and sales opportunities to support effective sales management.
- Monitored property market conditions, pricing and client demand to provide relevant information to prospective buyers and support informed purchasing decisions.
- Participated in field-based sales activities, client meetings, property inspections and site visits, demonstrating flexibility in mobile sales environments.
- Utilized driving and field-mobility skills when required for client meetings, property inspections and site visits.
- Maintained relationships with clients after transactions to encourage referrals, repeat business and long-term customer engagement.

EDUCATION

Bachelor of Science (B.Sc.) – Mass Communication

Anambra State University / Chukwuemeka Odumegwu Ojukwu University

TECHNICAL & DIGITAL SKILLS

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|---|------------------------------------|
| • CRM Management & Customer Database Management | • Sales Pipeline Management |
| • Digital Marketing | • Social Media Marketing |
| • Online Lead Generation | • Property Digital Promotion |
| • WhatsApp Business | • Client Communication & Follow-up |
| • Sales Tracking & Reporting | • Basic Computer Applications |
| • Digital Communication Tools | |

ADDITIONAL INFORMATION

- Location: Ajah, Lagos
- Driver's Licence: Valid
- Work Environment: Comfortable with field-based and client-facing sales
- Strengths: Communication, relationship building, prospecting, follow-up, negotiation and target-driven sales