

Kamel Mohamed Eissa

Real Estate Sales Executive | Data Analyst | Market Research | Client Relationship Management

Power BI & Excel

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Professional Summary

Sales & Data Analyst with hands-on experience in the **real estate sector**, combining strong client relationship management with **data-driven market insights**. Skilled in promoting and selling high-value property units, preparing sales reports, and analyzing customer preferences to identify profitable locations and pricing trends. Proficient in **Power BI, Excel, SQL, and Python** to design dashboards and track KPIs that support strategic sales decisions. Strong communicator with proven ability to **close deals, maintain long-term client relationships**, and support management with accurate, actionable insights. Currently based in Riyadh and eager to contribute to a leading real estate company.

Professional Experience

Sales Executive & Data Analyst

Cedars Group – New Damietta, Egypt | Sep 2023 – May 2024

- Promoted and sold **real estate projects**, achieving sales targets and increasing customer satisfaction.
- Managed client interactions from initial consultation to deal closure and after-sales follow-up.
- Conducted **market analysis** to identify top-performing areas, price ranges, and customer demand.
- Built **sales dashboards and reports** in Power BI and Excel to support management decisions.
- Ensured accuracy of property listings and customer data to improve marketing strategies.

Maintenance & Data Analyst Engineer

Shouman Machinery – New Damietta, Egypt | Jun 2024 – Mar 2025

- Developed structured tracking systems in Google Sheets to monitor spare parts and improve operational workflows.
- Queried **SQL/MySQL databases** to extract client and project data for reporting.
- Recommended process improvements based on data insights, resulting in better efficiency and cost reduction.
- Supervised technical operations and ensured compliance with safety procedures.

Education

Bachelor of Mechanical Power Engineering

Damietta University, Egypt – Graduated 2023 (Very Good)

- Graduation Project: *Solar-Powered Water Purification System*
- Internships: Damietta Port Authority, Al-Wataniya Car Maintenance Center
- Relevant Coursework: Heavy Equipment Hydraulics, MEP Systems Design

Technical Skills

- Real Estate Sales & Market Analysis
- Client Relationship Management (CRM)
- Sales Reporting & KPI Tracking
- Excel, Power BI, SQL, Python
- Data Visualization & Dashboard Design
- Presentation & Negotiation Skills

Certifications

- Data Analysis Track (Excel, Power BI, Python, SQL) – 2025
- Mechanical Systems Design (HVAC, Fire Fighting, Plumbing, Medical Gases) – 2025
- AutoCAD & Revit for MEP Design – 2024
- Heavy Equipment Hydraulic Systems – 2022

Languages

- Arabic
- English

Projects (Data-Driven Insights)

- Super Store Data Cleaning: <https://shorturl.at/LzQZd>
- Super Store Time Series Analysis: <https://shorturl.at/hdKde>
- Classicmodels Database EDA (SQL + Python): <https://shorturl.at/tIHMU>