



JANATUN RAZALI

SENIOR TEAM LEADER

About Me

Experienced Real Estate Specialist with over 11 years in the field, demonstrating expert negotiation skills, deep market analysis, strong in marketing strategy. Specialize in recruitment new team member and provide training. Good communicator who can build relationships with team members and customers. Creative problem-solver who can find solutions to difficult problems.



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Kepala Batas, Penang

Language

- Malay
- English

Expertise

- Management Skills
- Creativity
- Digital Marketing
- Negotiation
- Critical Thinking
- Leadership
- Recruitment
- Communication Skills

Experience

Maxxan Realty Sdn Bhd

2022 - current

Senior Team Leader

Manage over 200+ for Northern Region Agents. Set monthly sales, rental and refinance targets and manage the pipeline of a transaction from start to finish. Work with the Head - Real Estate on how to marketing and push sale on new project under construction. Handle new project as a project manager to ensure project run smoothly and motivate sale agents including plan strategy for marketing, viewing, closing and after sale service. Set weekly, monthly, and annual goals for agents to work towards track goals by meeting with agents regularly. Handle event for recruitment, provide training physical and online. Create and oversee annual/monthly operating budgets for Marketing. Grow team skills, knowledges and sales

IPC Realty Sdn Bhd

2016 - 2022

Team Manager

Set monthly sales and rental targets in personal sales. Manage over 200+ listings annually for sub sales with conversion rate 70%. Manage and grow around 30+ team members.

Realty Appraisal Sdn Bhd

2014- 2016

Real Estate Negotiator

Set monthly sales and rental targets in personal sales.

Western Digital (M) Sdn Bhd

2008 - 2015

Technical Specialist

Provide quality improvement activity in order to get targeted yield. Troubleshooting machine. New Product analysis and setup new line.

Education

Advance Technology Training Centre (ADTEC), Kulim, Kedah

Diploma in Mechanical Engineering

2004 - 2007