



SWI INNOCENT CHE

Real Estate Broker

+971 58 972 1413

swi.ngepcmr.com

DUBAI, BUSINESS BAY

swiinnocent@gmail.com

ABOUT ME

Results-oriented professional with direct experience in property acquisition, sales, and market analysis. Proven ability to generate leads, persuade clients through data-driven pitches, and close management deals. Seeking to leverage my expertise in client negotiation and market research to drive success as a Real Estate Broker.

EDUCATION

July 2018– Sept 2019.

MASTER OF SCIENCE IN COMPUTER SCIENCE.

University of Dschang, Cameroon.

ACCOMPLISHMENTS

3+ Management deals 4+ Rental Listing

Cheval Maison Lokalee
Managent NOC Partnership Deal

LANGUAGES

English **Fluent**
French **Conversational**

WORK EXPERIENCE

RELATIONSHIP MANAGER
Iris House Properties.

AUG 2025

- Conduct market analysis to provide landlords with strategic advice for maximizing leasing returns and resale value.
- Guide buyers and tenants by transforming complex market data into clear, actionable insights.

PROPERTY ACQUISITION SPECIALIST
Osac Holiday Homes LLC.

FEB 2025– JULY 2025

- Converted social media leads into clients through targeted outbound cold calls and persuasive pitching.
- Successfully negotiated and closed contracts, convincing property owners to transfer management.

RESERVATION MANAGER
Prime Proper Vacation Homes Rental

JULY 2024– JAN 2025

- Managed end-to-end guest reservations and check-ins, optimizing occupancy and revenue.
- Resolved client issues promptly, ensuring high satisfaction and securing positive reviews.

CORE COMPETENCIES

- Sales & Negotiation: Lead Generation, Cold Calling, Sales Pitch Delivery, Contract Negotiation, Deal Closing, Client Acquisition
- Market Analysis: Market Research, Competitive Analysis, ROI Strategies, Data-Driven Decisions, Property Valuation Principles
- Client Relations: Client Consultation, Relationship Building, Conflict Resolution, Account Management, Persuasive Communication
- Technical: CRM Software, Microsoft Office Suite, WordPress, Data Analysis