



MATABARO KABAGAYA Tharcisse

🏠 Real Estate Consultant | Bilingual | +2 Years Closing Sales in Emerging Markets

Specialization: Residential and Commercial Property Sales

PROFIL

Results-oriented Real Estate Professional with **2 years of experience in Durban, South Africa**, specializing in property sales, leasing, and portfolio management. Demonstrated ability to consistently exceed sales targets, build strong client relationships, and secure exclusive listings. Adept at digital marketing, negotiation, and delivering exceptional customer experiences. Committed to driving growth and contributing to the success of a high-performing team.

EXPERIENCE

🏠 Real Estate Sales and Leasing Agent

Urban Realty Group, Durban, South Africa

📅 July 2022 – June 2024

Key Achievements:

- Closed **58 property transactions** over 2 years, generating over **ZAR 23,750,000** in cumulative revenue.
- Managed a portfolio of **60+ residential and commercial properties**, including premium listings.
- Secured **14 exclusive mandates** with developers and private investors.
- Achieved an average sales conversion rate of **38%** from viewing to contract.
- Developed and implemented digital marketing campaigns increasing listing engagement by **70%**.
- Maintained **95%+ client satisfaction**, with consistent positive feedback and a **high referral rate**.
- Recognized as **Top Performer** for two consecutive years (2023 and 2024).

Key Responsibilities:

- Conducted detailed market appraisals and valuations to inform pricing strategies.
- Advised clients on investment opportunities, legal procedures, and financing options.
- Coordinated **250+ property viewings**, managing the entire sales and leasing process.
- Negotiated contracts and ensured compliance with South African property laws and regulations.
- Produced marketing materials and published listings across **Property24, Private Property**, and social media.
- Built long-term relationships with buyers, landlords, and developers to secure repeat business.

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Tungi, Dar es salaam/Tanzanie

LinkedIn:

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Born in Bukavu, 28th August

Nationality: Congolese

Status: Married

LANGUAGES

- **French** : Fluent
- **English** : Professional Fluency
- **Swahili** : Fluency

QUALIFICATION

⇒ Graduate Engineer in Civil Engineering

Degree obtained from Hope Africa University – 2022

• Specialized Training in Monitoring, Evaluation, and Learning (MEL)

University of Luanda – 2023

Focused on project monitoring, SMART indicators, reporting, and impact assessment.

✂ FINAL YEAR PROJECT

Title:

Design and Implementation of a Continuous Reinforced Concrete Beam

Summary:

This project contributed to the structural design aspect of real estate development, focusing on creating safe and cost-efficient building components. Core activities included:

- Calculation of reinforcement solutions aligned with modern property development requirements
- Preparation of technical documentation and practical recommendations for real estate construction sites

• Advanced Interpersonal Skills

Strong team leadership, cross-cultural communication, and the ability to train and supervise colleagues and support staff.

✂ TECHNICAL SKILLS

Top Performer – Urban Realty Group (2023 & 2024)

1 in sales revenue across the Durban team.

▣ Core Competencies

- ✓ Property Sales and High-Value Negotiation
- ✓ Business Development and Client Acquisition
- ✓ Digital Marketing and Online Promotion
- ✓ Portfolio Management and Reporting
- ✓ Market Analysis and Strategic Advisory

✂ Tools and Software

- CRM: **PropCtrl, Salesforce**
- Listing Platforms: **Property24, Private Property**
- Productivity: **MS Office, Google Workspace**
- Social Media: **Facebook Business, LinkedIn**

🏆 Key Achievements

★ Top Performer – Urban Realty Group (2023 & 2024)

1 in sales revenue across the Durban team.

★ 58 Properties Sold or Leased in 2 Years

Averaging **29 transactions per year**, exceeding company benchmarks.

★ 14 Exclusive Listings Signed

Secured key partnerships with property developers.

⇒ EDUCATION

• **2024 – Present:** Master's in Civil Engineering, University of Dar es Salaam, Tanzania

• **2019 – 2022:** Bachelor's Degree in Civil Engineering, Hope Africa University, Bujumbura, Burundi
Final Year Project: Design and implementation of a continuous reinforced concrete beam

• **2018:** State Diploma in Pedagogy General, Democratic Republic of Congo

🔗 HOBBIES & PASSIONS

- Reading scientific and historical literature
- Personal development and spirituality
- Hiking and architectural exploration
- Participation in community projects
- Supporting an IT school for orphaned children

✓ REFERENCES

• **Aganze Grace**
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Urban Realty Group, Durban, South Africa
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• **Professor Ndikumana Patrick**
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✦ Future Engagement

- I am seeking new opportunities where I can:
 - Leverage my real estate expertise to deliver high-impact property solutions
 - Drive innovative strategies to optimize sales and portfolio performance
 - Collaborate with multicultural teams dedicated to shaping the future of African real estate

🔗 Unique Added Values

1. **Holistic Vision:** Balances profitability, client satisfaction, and community impact
2. **Commercial Leadership:** Successfully managed and closed numerous transactions in diverse markets
3. **Innovation Mindset:** Creative marketing and sales strategies tailored to dynamic environments
4. **Clear Communication:** Trilingual professional able to build trust across cultures

🏁 Closing Statement

"To shape sustainable growth is to create bridges between opportunity, innovation, and people."

Matabaro Kabagaya Tharcisse

