

Mohammed Alfaz Sayed

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Professional Summary

Results-driven sales and partnerships professional with a strong track record of closing high-value B2B deals, securing long-term sponsorships, and managing complex stakeholder relationships across cultural, real estate, and commercial sectors. Successfully led brand collaborations with entities local, regional and international entities delivering measurable outcomes in brand activation, client growth, and partner retention. Known for strong communication, creative deal structuring, and a collaborative approach that builds trust across government and private sector ecosystems.

Professional Experience

Design Doha Biennale, Qatar Museums | Doha, Qatar

Stakeholder Relations Coordinator | 2023 - Present

- Driving strategic partner and sponsor engagements along with full lifecycle till deal finalization.
 - Closed high-value partnerships deals with brands like Jotun, QIC, DHL and Msheireb Properties.
 - Cultivating and maintain strong relationships with design professionals, organizations, and key stakeholders – both internal and external
 - Designed and led VIP engagement strategies for 24 exhibition partners and 11 program partners, resulting in increased partner retention and institutional support.
 - Acting as the primary point of contact for all stakeholders, ensuring timely communication and resolution of inquiries.
 - Maintaining and analyze stakeholder databases to identify engagement trends and opportunities.
 - Assisting in event planning and execution to facilitate stakeholder engagement.
 - Developing and update core project materials, including key messages, Q&A documents, briefings, presentations, and tailored communication for various audiences
 - Delivered Marchitecture 2024 & 2025 program, engaging with key stakeholders.
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GIDD | Doha, Qatar

Sales Executive & Designer | 2021 - 2023

- Acquired projects and established long-term client relationships.

- Acted as both sales lead and design liaison, providing full-service client onboarding and post-scale follow up.
 - Conducted market research to identify business opportunities.
 - Prepared and delivered tailored proposals and design concept pitches that increased conversion rates by 30%.
 - Managed customer inquiries and ensured seamless communication.
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Culture Pass Club, Qatar Museums | Doha, Qatar

VIP Visitor Services Coordinator & Sales Representative | 2021

- Facilitated onboarding and relationship management for VIP Club members.
 - Conducted tours for HNWI guests and strategic partners, improving their retention through bespoke cultural experiences.
 - Acted as brand ambassador during high-profile activations, supporting membership and retail growth.
 - Promoted and sold merchandise at the IN-Q concept store.
 - Created content and marketing materials to enhance visitor experiences.
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KLING CONSULT GmBh | Dubai, UAE

Junior Architect | 2018 - 2021

- Led concept design for architectural projects.
 - Worked on urban planning, landscape design, and façade development.
 - Delivered high-quality 3D renderings and presentations for clients.
 - Researched design trends and innovative architectural solutions.
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Education

Bachelor of Architecture (B.Arch.)

Manipal Academy of Higher Education, Dubai, United Arab Emirates

Certifications & Trainings

- **Communication Skills Masterclass** – Udemy
 - **Initiating and Planning Projects** – UCI, Coursera
 - **Time Management for Professional Productivity** – UCI, Coursera
 - **Mastery in Negotiation** – Harvard Business School (*Upcoming July 2025*)
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Core Skills

- **Partnerships:** Stakeholder Management, Sponsorship Acquisition, Corporate Relations
 - **Communication:** Presentation Design, Negotiation, Client Storytelling
 - **Strategic:** Planning & Business and Sales Development
 - **Sales and Growth:** B2B Sales, Deal Closing, Cold Outreach, Lead Nurturing, CRM (ClickUp, Notion, MS office Suite)
 - **Events:** Management & Sponsorship Acquisition
 - **Photography**
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Projects & Achievements

- **Design Doha Biennial 2024:** Secured sponsorships and curated VIP engagement, programs and events.
 - **Marchitecture Program 2024 & 2025:** Developed partnership roadmap engaging local brands.
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Technical Skills

- MS Office Suite
 - Adobe Photoshop
 - Adobe InDesign
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Languages

- English – Fluent
- Hindi – Proficient
- Urdu – Proficient

References available upon request