

MOHAMMED FAHEEM

Sales & Operations Professional | Business Development | Customer Service



in

Results-driven professional with **2+ years of experience** in **business development, sales operations, and team leadership**, driving growth and operational excellence.

PROFESSIONAL WORK EXPERIENCE

OPERATIONS HEAD

Digibiz Build On Quality Rating Pvt Ltd | Kerala, India | Feb 2024 – May 2025

- **Directed daily operations and project workflows**, ensuring strict adherence to construction laws, safety regulations, and budgetary guidelines.
- **Analyzed operational data** to produce comprehensive performance reports for stakeholders, facilitating data-driven decision-making.
- **Led, trained, and motivated a team of staff**, fostering a culture of continuous improvement and achieving high performance across all project phases.

BUSINESS DEVELOPMENT MANAGER

Digibiz Build On Quality Rating Pvt Ltd | Kerala, India | Mar 2023 – Jan 2024

- **Leveraged data-driven market insights** to identify **new growth opportunities and develop targeted promotional campaigns** with the marketing team.
- Successfully **negotiated and secured lucrative contracts** with new clients, directly **contributing to revenue growth and business expansion**.
- Implemented and **managed an effective Customer Relationship Management (CRM) system** to streamline sales processes and enhance client tracking.

DEVICE TECHNICIAN

JEEP KHT Prim Agencies Pvt Ltd | Bangalore, India | Nov 2022 – Nov 2023

- Utilized **advanced computer diagnostic software** to **analyze vehicle performance and execute precise repairs** and tune-ups.
- Performed **thorough inspections, adjustments, and repairs on critical vehicle systems** including engine, transmission, and braking components.
- Demonstrated **strong problem-solving skills by locating and replacing defective parts**, ensuring high-quality service and customer satisfaction.

EDUCATION

Diploma | Madin Polytechnic College

Automobile Engineering | Malappuram, Kerala, India | 2019 – 2022

RELEVANT SKILLS

Bilingual in English, Hindi, and Malayalam

Sales & Business Development: Customer Relationship Management (CRM), Business Development, Client Acquisition, Sales Targets, Negotiation, Market Research

Operations & Management: Team Leadership, Inventory & Stock Control, Process Improvement, Budget Management, Logistics Coordination, Performance Reporting

Software & Tools: Microsoft Office Suite (Excel, Word, PowerPoint), Data Analysis, Diagnostic Software, ERP Systems

PERSONAL DOSSIER

Nationality: Indian

Visa Status: Residence Permit with NOC

Qatar Driving License: Application in Process

Qatar ID (QID): 30135620434

Indian Driving License: Yes