



MUKHTAR AHMAD WANI

Business Development Executive



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Address: UO4 Italy Cluster, 211 -
International city, Dubai, UAE

EDUCATION

Bachelor's of Engineering Secab Institute of Engineering and Technology

2017 - 2020

Diploma In Civil Engineering

C T Polytechnic College
2011 - 2014

EXPERTISE

- Client Relationship Management
- Lead Generation and Prospecting
- Strategic Sales Planning
- Adaptability and Initiative
- Conflict Resolution and Problem Solving
- Data Management and Reporting
- Community Building and Communication
- Collaboration and Teamwork
- Multitasking and Time Management

LANGUAGES

- English
- Hindi
- Urdu

REFERENCES

Aditya Shanware

Business Development Manager

Phone: +971 509547911

Email: aditya@fabc.global

PROFILE

Results-oriented sales and business development professional with a strong focus on B2B partnerships, revenue growth, and institutional onboarding. Proven expertise in closing deals with colleges, universities, and government entities, driving enrollments for skill development programs. Adept at pitching EdTech solutions, negotiating partnerships, and executing initiatives to maximize engagement and ROI and Passionate about public speaking.

WORK EXPERIENCE

FABc LLC Dubai

BUSINESS DEVELOPMENT EXECUTIVE - FEB 2024 to JAN 2025

As a Business Development Executive at FABc, I drive strategic partnerships with universities, Schools and corporates to promote educational programs.

Key Responsibilities

- Built relationships with universities to enroll students in blockchain and Web3 programs, enhancing their academic and career prospects.
- Identified and pursued new business opportunities, expanding market reach through targeted outreach and strategic networking.
- Developed and executed sales strategies, leveraging market research and competitor analysis to drive student enrollments and corporate collaborations.
- Conducted information sessions to guide prospective students on course offerings and career pathways.

FABc LLC Dubai

COMMUNITY MANAGER, JUNE 2023-JANUARY 2024

- Acted as the primary point of contact for over 1000 students, addressing inquiries and resolving issues promptly.
- Organized Mentorship programs with the students and provided the knowledge about the programs that our company is offering.
- Developed strategies to foster a strong sense of community engagement among students through regular engagement activities.
- Collaborated with academic teams to address student concerns and ensure timely resolution of academic or administrative issues.

Maa Chintpurni Sales Corporation India

CUSTOMERCARE EXECUTIVE | 2015 - 2016

- Attended calls and assisted customers with the issues and conflicts they have faced.
- Prepared reports for the calls to follow them for the orders they have placed
- Conformation of the orders that has been placed by the customers