Faheem M
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SUMMARY

Business Development Professional with 10+ years of experience in partnerships, sales operations, and client success, including 2+ years specializing in Web3 ecosystems. Proven track record in building GTM strategies, securing strategic partnerships, and driving revenue growth in early-stage startups. Strong focus on bridging traditional business development with emerging crypto and AI technologies.

EDUCATION

B.Sc - Computer Appliations • *Dr. B R Ambedkar Open University* - Hyderabad, IN

CORE SKILLSET

Business Development | Strategic Partnerships | GTM Strategy | Sales Operations | Client Success | Revenue Generation | Process Automation | CRM Management (HubSpot, Notion)

WORK EXPERIENCE

LokyAI (by DappLooker)   *Dec* 2024 – Current, Remote
Crypto Intel Agent x Terminal

Growth Lead *(Dec - Present)*

- Secured partnerships with 3 major crypto protocols, contributing to over $200K in committed deals
- Developed partnership playbook focused on AI-native tooling integration, reducing partner onboarding timeline
- Established feedback loops between community insights and product development

DappLooker Analytics   *Jul* 2024 – Current, Remote
Web3 Data Analytics Platform

Business Development & Partnerships *(Jul - Present)*

- Built ecosystem partnerships across L1 blockchains and DeFi protocols, securing $300K+ in grants and partnership commitments
- Successfully wrote and won ecosystem grants from Celo and Movement Labs by aligning data infrastructure with chain objectives
- Implemented CRM system and GTM processes, improving pipeline tracking and partner engagement
- Contributed to establishing DappLooker's market position in on-chain analytics for Web3 teams

Blockwiz   *Jan* 2023 – Mar 2024, Remote
Full-stack Crypto Marketing Powerhouse

Head of Client Success *(Oct - Mar)*

- Built comprehensive client success framework including training protocols and feedback systems, achieving 93% CSAT
- Reduced average support response time from 24-48 hours to under 4 hours
- Managed portfolio of 30+ client relationships, focusing on retention and value delivery

Business Development Manager *(Apr - Mar)*

- Increased new client acquisition by revamping both inbound and outbound sales processes
- Developed customized service offerings for high-value clients including LimeWire and BitsCrunch
- Collaborated with leadership team to align Web3 marketing narratives with measurable business outcomes

Operations Manager *(Jan - Mar)*

- Designed and automated sales workflows, significantly reducing lead no-show rates
- Created comprehensive sales and customer success asset library including case studies and testimonials
- Implemented process automation using Notion and Zapier, improving operational efficiency

ADDITIONAL EXPERIENCE

Prior to Web3 (2012-2022): 10 years in traditional business development, sales operations, and client success roles across SaaS and services companies

KEY ACHIEVEMENTS

- Contributed to securing over $500K in partnerships and grants across Web3 companies
- Built and optimized CRM systems and sales processes for multiple early-stage startups
- Successfully transitioned from traditional business development into Web3 ecosystem
- Developed expertise in grant writing and ecosystem partnership development
- Maintained high client satisfaction scores (90%+) across multiple client success roles