Faheem M

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SUMMARY

OG Web3 Growth Strategist with 9+ years of cross-functional experience in business development, partnerships, and founder's office execution. Closed $1M+ in Web3 deals, scaled GTM functions, and built from zero to traction in high-velocity start up projects. Fluent in navigating early-stage chaos, driving revenue, and building bridges across AI and crypto.

CORE SKILLSET

Business Development | Strategic Partnerships | Founder's Office Ops | CRM (HubSpot, Notion) | Web3 Ecosystem | Go-To-Market Strategy | Sales Playbooks | Grant Application Writing | Community-led Growth | Pitch Decks | Revenue Generation | Web3 Ecosystems | AI x Web3

WORK EXPERIENCE

LokyAI (by DappLooker)   Dec 2024 – Current, Remote
AI Powered Data Intel Agent x Terminal

Growth Lead - Founder's Office *(Dec - Present)*

- Took Loky from 0 → $12M ATH with pure founder-led GTM, ecosystem storytelling, and zero paid hype.
- Closed $200K+ in strategic AI x crypto deals, including integrations with Morpheous, Sentient, and Open Gradient.
- Built and executed an ecosystem-first partnership playbook around AI-native tooling and privacy-preserving data flows.
- Cut partner onboarding time by 35% by building low-lift, plug-and-play systems for activation and success.
- Fed real-time user and community feedback into the product loop—tightening roadmap alignment and accelerating market-fit.
- Turned narrative into traction—positioned Loky as the go-to AI-powered data layer in early-stage Web3 infra.

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

Business Development & Partnerships - Founder's Office *(Jul - Present)*

- Grew DappLooker's ecosystem footprint by securing $300K+ in chain-specific partnerships and grants.
- Closed B2B BD across L1s and protocols—mapping value with analytics needs and driving adoption via integrations.
- Wrote and won ecosystem grants (Celo, Movement Labs) by tying data infrastructure directly to chain goals.
- Architected the internal CRM + GTM engine, boosting pipeline visibility, partner velocity, and team execution.
- Sat at the junction of Product <> Marketing <> Ecosystem—turning insights into motion across decks, dashboards, and BD loops.
- Helped shape DappLooker's reputation as the zero-friction, on-chain analytics layer for Web3-native teams.

House of Web3   Mar 2024 – Jul 2024, Bengaluru
Crypto EdTech for Normies

Business Development & Partnerships - Founder's Office *(Mar - Jul)*

- Conducted deep market research to map the Web3 edtech landscape; converted insights into a 25% lead win rate.
- Built pitch decks and client proposals that led to a 30% lift in successful deal closures.
- Managed sales funnel, tracked metrics in Notion, and built scalable reporting flows across BD > Product > Community.
- Activated community feedback into sales strategies; improved lead conversion velocity by 20%.
- Supported product launch GTM alongside content, ops, and community teams.

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

Business Development Manager - Founder's Office *(Apr - Mar)*

- Delivered 25% increase in new client acquisition in 3 months by revamping inbound + outbound motions.
- Customized GTM offerings for power clients (e.g., LimeWire, BitsCrunch) increasing LTV by 40%.
- Partnered with CEO + Marketing to align Web3 narratives with actual business outcomes.

Head of Client Success - Founder's Office *(Oct - Mar)*

- Built the client success engine: training, onboarding, and feedback loop systems—CSAT hit 93%.
- Reduced support resolution TAT from 24–48 hrs to 4 hrs.
- Led 30+ client relationships; championed trust, retention, and value delivery.

Operations Manager – Founder's Office *(Jan - Mar)*

- Designed & automated sales workflows; reduced lead no-shows to <15%.
- Built the internal sales + CS asset stack (SKUs, case studies, testimonials, etc.).
- Improved ops efficiency by 25% with Notion + Zapier systems.