MUFEED KAMAL

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Kamalfe.com

OBJECTIVE

Results-driven individual with a proven track record of exceeding expectations. Seeking a challenging position where I can leverage my strategic thinking, technical background, exceptional communication skills, and deep understanding of technology and trends. Committed to cultivating strong partnerships and providing tailored solutions to achieve mutual success.

NOTABLE EXPERIENCE

Business Development Representative – SpotHopper (01/23 – Present)

- Prospect for new business opportunities by researching and identifying potential clients in the target market.
- Reach out to leads via email, phone, or other communication channels to introduce the company's products or services and qualify their interest.
- Collaborate with marketing teams to optimize lead generation campaigns and provide feedback on the effectiveness of marketing initiatives.
- Collaborate with the sales team to develop and execute strategies for converting qualified leads into sales opportunities.
- Nurture relationships with prospects, understand their needs, and effectively communicate the value proposition of the company's products or services.

Lead Collections Specialist – SpotHopper (01/23 – Present)

- Conduct research to identify potential customers and leads in the target market, using various resources such as online directories, social media, and industry publications.
- Organize and maintain a database of leads, ensuring accuracy and completeness of information.
- Participate in regular sales and marketing meetings, provide insights into market trends and customer feedback, and contribute to the overall lead generation strategy.

Graphics and Web Designer - Studio Alpha (01/13 – 05/21)

- Design and create intuitive, user-friendly, and visually appealing user interfaces for web and mobile applications
- Stay up-to-date with industry trends, emerging technologies, and best practices in UI/UX design.
- Develop creative concepts and design graphics for a variety of media, including print, digital, and social media.
- Use graphic design software and tools to produce high-quality designs, ensuring accuracy and adherence to brand guidelines
- Collaborate with other designers and developers to ensure the best possible outcome for each project
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CERTIFICATIONS

Scrimba Frontend Dev Career path – In Progress

IE Brand and Product Management – No Expiration

IBM Agile Development and Scrum – No Expiration

Google Analytics Individual Qualification – Exp 11/23

Google ads Search Certification – Exp 11/23

HubSpot Academy Inbound Marketing – 12/23

Microsoft Advertising Certified Professional – Exp 11/23

EDUCATION

HCC – Coursework in Programming - 2023

University of Texas at Dallas – MS in Molecular and Cell Biology - 2021

FOCUSED SKILLS LIST

- WordPress, Shopify, HTML5, CSS3, php, React.js, vite, Node.js, R-studio, Bash, SQL, PowerBI, Java, C++, Python,
- Adobe Creative Suite: Photoshop, Illustrator, InDesign, Dreamweaver, After Effects, Premiere Pro.
- 3D Modeling: Blender, Cinema 4D
- Database analytics
- MS Power Point, Excel, Word
- Google Analytics/ads
- Teaching, problem solving, communication, organization, multitasking, quick learning.
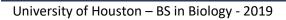
AWARDS/HONORS

- Des Moines University Scholarship - 2021
- University of Texas at Dallas Graduate Grant - 2020
- University of Houston Academic Scholarship - 2016

LEADERSHIP

- KAMALFE – Founder/Manager
- Anatomy Ambassadors -Volunteer leader
- NEST Palliative Care Society -U.S.A. Donations Organizer

HOBBIES/INTERESTS

- Drone designer/Builder/Programmer
- TikTok Men's Fashion Content Creator
- Creative art enthusiast

- Innovative technology