

MOHAMED HABOUBI

Business Development & Sales Professional

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PROFILE

I am a results-driven Sales Executive currently based in Doha, Qatar with Fama Technologies, specializing in B2B sales, client acquisition, and strategic partnerships. My role focuses on identifying business opportunities, conducting onsite meetings, closing deals, and delivering tailored technology solutions that drive operational growth for clients. Previously, I served as Business Development Manager at Ultima Markets, where I expanded the client base and developed IB partnerships across MENA and Asia. By leveraging CRM systems, structured prospecting strategies, and targeted outreach, I achieved 250% of my sales target within three months while promoting MT4/MT5 trading solutions and customized financial services. Earlier in my career, at Neil Debt Collection LLC, I contributed to business expansion and operational efficiency in Tunisia by facilitating partnerships and improving internal processes.

WORK EXPERIENCE

Sales Executive

02/2026 – Present

FAMA Technologies LLC

Doha

- Develop and manage relationships with new and existing clients to drive revenue growth.
- Identify potential business opportunities and generate qualified leads through networking and outreach.
- Present and promote company products and services to prospective clients.
- Conduct market research to identify customer needs and industry trends.
- Prepare and deliver sales proposals, quotations, and contracts.
- Negotiate terms and close sales deals while ensuring customer satisfaction.
- Coordinate with internal teams to ensure smooth order processing and service delivery.
- Maintain accurate records of sales activities and client interactions in the CRM system.
- Achieve and exceed monthly and quarterly sales targets.
- Provide after-sales support and maintain long-term customer relationships.

Business Development Manager : International Sales

05/2025 – 12/2025

Ultima Markets

Tunisia

- Executed targeted prospection campaigns to identify and onboard individual traders, IBs, and partners across key regions, expanding Ultima Markets' client base.
- Generated qualified leads through cold outreach, LinkedIn networking, and market segmentation, contributing to consistent month-on-month growth in funded accounts.
- Built and maintained a high-value sales pipeline using CRM tools, ensuring timely followups, relationship nurturing, and deal closure.
- Delivered tailored presentations and product walkthroughs, promoting Ultima Markets' trading conditions, platform features (MT4/MT5), and promotional offerings.
- Collaborated with marketing and partnership teams to align outreach strategies, improve lead quality, and support regional campaigns focused on trader acquisition.

Sales Manager

12/2024 – 05/2025

HB Electrique & Services

Tunisia

- Prospecting and developing the client portfolio.
- Managing and retaining existing clients.
- Developing and implementing the company's commercial strategy. Following up on commercial offers, negotiating, and finalizing sales agreements.
- Monitoring sales objectives and providing regular reports to management.

Business Development Manager

07/2024 – 11/2024

Neil Debt Collection

Tunisia

- Develop and execute strategic plans to enhance operational efficiency and business expansion in Tunisia.
- Identify and capitalize on new business opportunities, partnerships, and market trends.
- Negotiate and close business deals to increase company revenue and market share.
- Report directly to senior management with performance metrics, growth opportunities, and operational updates.
- Present business reports, insights, and recommendations to stakeholders.
- Collaborate with other departments to align business strategies and operational goals.

Debt Collection Executive

02/2024 – 07/2024

Neil Debt Collection

Tunisia

- Keeping track of assigned accounts to identify outstanding debts
- Planning course of action to recover outstanding payments.
- Locating and contacting debtors to inquire of their payment statut.
- Handle questions or complaints
- Investigate and resolve discrepancies
- Update account status and database regularly (CRM)

EDUCATION

Bachelor Business Management (unfinished bachelor's degree)

09/2021 – 03/2023

Higher Institute of Technological Studies of Radès

Tunisia

BACCALAUREATE Computer Sciences

09/2020 – 07/2021

El Arbi Chammari High School

Tunisia

SKILLS

- Strong communication skills
- Sales & Prospecting
- Business Grwoth
- Communication & Ngociation
- Market Analysis
- Project Management
- CRM
- Microsoft Tools
- B2B & B2C Sales
- Strategic Partnerships
- Data Analytics

LANGUAGES

- Anglais
- Arabe
- Français
- Espagnol

DECLARATION

I hereby declare that the information provided in this Curriculum Vitae is true and accurate to the best of my knowledge and belief. All of my professional experience listed in this CV is genuine and supported by official employment certificates and work experience documents, which can be provided upon request.



Mohamed Haboubi

Tunisia/Qatar