

Kamel Khatib

Founder | International Business Development & Operations Professional

Palestinian-born | U.S. passport holder | English-Arabic bilingual | Globally mobile | [linkedin.com/in/kamelkhatibllc](https://www.linkedin.com/in/kamelkhatibllc)

EXECUTIVE PROFILE

Entrepreneur and cross-functional operator with approximately 20 years of hands-on experience building, opening, advising, and improving businesses across retail, hospitality, food service, agriculture, mobile technology, telecommunications, and professional services. Experienced in international market research, market development, selected market-entry activity, customer operations, partner coordination, branding, and practical workflow design across the United States, Middle East, Turkey, and Indonesia.

Core strengths: Business development | Market research and entry | Operations coordination | Customer experience | Partner and vendor coordination | Branding and marketing | Practical AI automation

Target environments: International office operations, business support, travel and hospitality, logistics-adjacent services, customer operations, and market development

PROFESSIONAL EXPERIENCE

Founder & Chief Executive Officer | Kamel Khatib LLC

March 2023 - Present | International / Hybrid

- Lead market development, client service, operations, administrative coordination, and cross-border partner relationships for a multidisciplinary consultancy and corporate services business.
- Design practical workflows and AI-enabled automation for scheduling, documentation, follow-up, service delivery, and team handoffs.
- Solve customer, operational, and systems problems across multicultural environments using clear English-Arabic communication.
- Support businesses and private clients with adaptable solutions spanning business development, customer operations, travel, hospitality, and logistics-adjacent needs.

Founder, Business Developer & Multi-Venture Operator | Independent Ventures and Business Engagements

2006 - 2023 | United States, Middle East, Turkey, and Indonesia

- Built and operated ventures including a mobile technology store, retail and tobacco stores, a cafe, a lounge, and a Middle Eastern restaurant.
- Developed brands, local marketing, customer acquisition approaches, vendor relationships, and day-to-day operating routines across multiple consumer-facing sectors.
- Worked in and around agriculture, bakery, food service, hospitality, retail, mobile technology, and telecommunications environments.
- Advised or supported owners in automotive retail, grocery, clothing, food service, and other small-business categories.
- Conducted market research and business development in Jordan, Syria, Turkey, Iraq, the United Arab Emirates, and Indonesia, with selected market-entry support.
- Adapted quickly across countries and sectors while maintaining practical execution and follow-through.

INTERNATIONAL MARKET EXPERIENCE

Markets	Relevant exposure
Jordan and Syria	Business operations, market development, customer observation, local relationships, and selected entry activity.
Turkey and Iraq	Market research and development exposure, including Baghdad, Kurdistan, and Erbil.
United Arab Emirates	Research and market development exposure in Dubai and Abu Dhabi.
Indonesia	International market research, customer observation, and business-development exposure.

CAPABILITIES

Business and market development	International market research
Operations and administrative coordination	Customer service and service recovery
Travel, hospitality, and guest-facing operations	Partner, vendor, and stakeholder coordination
Branding, local marketing, and customer acquisition	Mobile technology and telecommunications
Practical AI automation and workflow design	English-Arabic cross-cultural communication

EDUCATION

Fox Valley Technical College: Small Business Entrepreneurship - currently enrolled

LANGUAGES & MOBILITY

Languages: English and Arabic

Mobility: U.S. passport holder; Palestinian-born; open to Gulf, Middle East, and other international opportunities