

Kamel Khatib

Business Development | Market Entry | Operations | Customer Experience

20 YEARS Multi-venture operating experience	MULTI-SECTOR Retail, hospitality, food, agriculture, telecom, advisory
INTERNATIONAL Middle East, Turkey, Indonesia, United States	BILINGUAL English-Arabic communication

A practical record of building businesses, entering markets, coordinating operations, solving customer problems, and adapting systems across sectors and borders.

Palestinian-born | U.S. passport holder | Globally mobile

The Operator Profile

A founder's experience translated into value for international teams

Kamel Khatib is an entrepreneur, business developer, and hands-on operator whose experience was built through real ventures rather than one narrow corporate track. Across approximately 20 years, he has opened businesses, supported other owners, researched markets, developed brands, coordinated partners, worked directly with customers, and adapted operations across countries and sectors.

That breadth creates a practical advantage: he recognizes patterns across customers, markets, service problems, and operating systems. He can enter an unfamiliar environment, learn quickly, communicate clearly, and turn ambiguity into a workable next step.

HOW HE OPERATES

DISCOVER	DEVELOP	BUILD	STABILIZE
Observe customers, competitors, local behavior, and operating constraints.	Shape the offer, positioning, partners, brand, and route to market.	Open, launch, coordinate, and establish practical operating routines.	Improve service, handoffs, documentation, follow-up, and systems.

VALUE TO AN EMPLOYER OR PARTNER

- Founder-level ownership combined with willingness to execute hands-on work.
- English-Arabic communication and fast adaptation across customers, partners, industries, and countries.
- Practical problem solving across service, scheduling, documentation, follow-up, and customer experience.
- International mobility supported by a U.S. passport and direct exposure across the Middle East, Turkey, Indonesia, and the United States.

Venture & Sector Experience

Two decades of building, operating, marketing, and advising

Mobile technology & telecommunications

Owned and operated a mobile store; worked with phone technology, customer support, retail sales, and telecommunications-related needs.

Restaurants, cafes & lounges

Opened and operated customer-facing food, beverage, cafe, lounge, and Middle Eastern restaurant concepts; developed local marketing and service routines.

Retail & specialty stores

Opened and operated retail and tobacco businesses; managed branding, merchandising, customer acquisition, suppliers, and daily execution.

Agriculture & bakery exposure

Participated in farm and bakery-related business environments, learning the operational realities of product, supply, local demand, and distribution.

Consulting & business owner support

Through Kamel Khatib LLC and independent engagements, supports business development, client service, operations, administration, partner coordination, and owners in automotive retail, grocery, clothing, and food service.

International Market Development

Research, market development, customer observation, and selected market-entry activity

Market	Experience
Jordan	Market development, operating exposure, local relationships, and customer observation.
Syria	Market development and selected entry exposure in Damascus and Daraa.
Turkey	Market research and business-development exposure.
Iraq	Research and development exposure in Baghdad, Kurdistan, and Erbil.
United Arab Emirates	Market research and development exposure in Dubai and Abu Dhabi.
Indonesia	International research, customer observation, and business-development exposure.
United States	Venture ownership across retail, hospitality, technology, and small-business development.

MARKET-DEVELOPMENT APPROACH

- Observe customers, pricing, service expectations, and competitive patterns.
- Map partners, suppliers, operating constraints, and routes to market.
- Adapt the offer and communication style to the local environment.
- Advance from research to entry when relationships, economics, and execution capacity support it.

Systems, Technology & Role Alignment

Practical automation supporting human judgment and reliable execution

PRACTICAL SYSTEMS

Area	Application
Scheduling	Structured prompts, reminders, booking updates, and clearer responsibility for next actions.
Documentation	Reusable templates, status summaries, operating notes, and consistent handoff records.
Customer follow-up	Clear case ownership, response templates, escalation visibility, and closeout discipline.
Partner coordination	Checkpoints, documented commitments, issue tracking, and reliable communication flow.
AI-assisted work	Practical use and design of AI workflows for drafting, summarizing, organizing, and reducing repetitive work.

ROLE ALIGNMENT

- International business development and market research
- Business operations and administrative coordination
- Customer service, customer success, and service recovery
- Travel, hospitality, reservations, and guest services support
- Partner, vendor, and logistics-adjacent coordination
- Founder support, special projects, and cross-functional problem solving

Core positioning

I solve cross-functional operations, customer, market, and systems problems across international teams with clear communication and practical execution.