



COMPANY PROFILE

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About us

Who Are We?

A group of Asian/ Middle Eastern experts who are passionate about knowledge sharing with a diverse range of backgrounds and expertise.

We are driven by the love of learning and a commitment to excellence. We believe in the power of knowledge to transform lives and businesses, and we are dedicated to providing our clients with the tools and resources they need to succeed.



Vision & Mission

Vision

To be a global leader in knowledge sharing, recognized for our innovative approach, commitment to excellence, and the positive impact we create on our clients' lives and businesses

Mission

To empower individuals and organizations with the knowledge and skills they need to thrive in an ever-changing world. We achieve this by providing exceptional services that bridge knowledge gaps and unlock potential.



CORE VALUES

Our DNA



Passion for learning

We believe that a thirst for knowledge is vital for personal and professional growth.



Client Focus

We are dedicated to understanding and exceeding our clients' specific needs and goals.



Excellence

We strive for the highest standards in everything we do, delivering exceptional service and impactful results.



Innovation

We continuously seek new and effective ways to share knowledge, embracing creativity and staying ahead of the curve.



Impact

We are driven by the desire to make a positive difference, empowering our clients to achieve their full potential.

Global Presence

With a robust presence spanning the dynamic landscapes of Asia Pacific and the Middle East, 'HJM Achievers' is strategically positioned to harness the power of these thriving regions. Our deep-rooted connections and in-depth market understanding enable us to deliver exceptional solutions tailored to the unique needs of our clients, driving growth and success in these pivotal markets.

Our sharing knowledge platform is acting like a bridge between APAC and the Middle East as we support services in the following countries:

- Singapore
- Malaysia
- Indonesia
- Thailand
- Philippines
- Vietnam
- UAE
- Saudi Arabia
- Kuwait
- Qatar
- Bahrain
- Oman

Meet The Team



HANY ZAKARIA

Co-founder & General Manager

A Marketing & Sales expert, holds an MBA from Murdoch University (Australia), boasts a career in sales, marketing, and business development with MNCs. Passionate about problem-solving and client partnerships, he's also ACLP certified in learning & performance from IAL SUSS University (Singapore), dedicated to coaching sales and leadership.



JABER ALMARZOOQI

Business Development Director

An Emirati expert in human resources and project management, holds an MBA from Essex University in Great Britain and a media certificate from Al Dar University. With a strong background in both government and private sectors, he excels as a leadership coach and program developer.



MOHAMED MAHER

Co-founder & PR Director

A seasoned healthcare and medical tourism expert with over a decade of global experience, holds an MBA from the University of Birmingham (UK).

Renowned for strategic partnerships and driving growth, mainly with Singaporean public hospitals, he also holds advanced certificates in Training & Assessment (IAL, Singapore) and Leadership Agility (MLA, UK).

Our Services

Accelerating Your Business Through Comprehensive Solutions.

We offer a holistic approach to business growth, providing expert training and coaching, seamless language translation, strategic business development and marketing, and efficient business setup processes. Our tailored services equip you with the tools and knowledge to succeed.



Training & Coaching



Translation



Business Development & Marketing Consultancy



Business Setup Process



Training and Coaching

At HJM Achievers, we offer expert training and coaching services designed to enhance your team's skills and drive business success. Our programs are tailored to meet your specific needs, ensuring practical, impactful learning experiences.

We empower organizations through exclusive programs and other customized solutions for leadership, sales & marketing, HR & customer service, soft skills development and more.





1. A.C.E “PROGRAM FOR SELF-AWARENESS”

What is A.C.E?

A.C.E IS A 3 DAY PROGRAM TO CHANGE YOUR LIFE

When life gets busy or you're focused on a project, it's easy to lose balance and overlook important parts of your life. While focus is good, too much can lead to stress. Take a step back, like seeing things from a helicopter, to regain balance. But this is possible when you know what is happening and take stock of what is happening in your life.



ACE emphasizes the importance of self-awareness, dedication, and empowerment in achieving meaningful transformation. Before any transformation happens, it is crucial to know where you are in your journey before any transformation journey can be successfully implemented. It could be a journey in all aspects of your life.



Acknowledge your starting point:

Begin by acknowledging where you are in your journey. Reflect on your strengths, weaknesses, goals, and aspirations. Understanding your starting point is crucial for charting a successful transformational path.

Commit to Change:

Transformation is an ongoing process. Commit to continuous learning, improvement, and growth. Embrace challenges as opportunities to evolve and become the best version of yourself.

Empower to Excel:

Take ownership of your transformation. Empower yourself by setting clear goals, creating action plans, and staying accountable. Believe in your abilities and take proactive steps towards your desired outcomes.

2. Customized Programs

At HJM Achievers, we offer tailored training programs designed to meet your organization's unique needs. Our goal is to enhance skills, improve performance, and foster personal and professional growth.

What We Offer

A) Personalized Content:

Each program is customized to address the specific challenges and goals of your team.

B) Flexible Delivery:

We offer training in various formats, including in-person workshops, virtual sessions, and blended learning options.

C) Expert Trainers:

Our experienced trainers bring practical insights and real-world experience to each session.

Key Areas of Focus

- **Leadership Development:** Cultivate effective leaders through customized training that enhances leadership skills and strategies.
- **Team Building:** Strengthen team dynamics and collaboration with tailored programs that focus on communication and trust.
- **Sales Training:** Boost sales performance with targeted training on techniques and customer engagement.
- **Customer Service:** Enhance customer service skills to improve client satisfaction and loyalty.
- **Emotional Intelligence:** Improve workplace relationships and performance through emotional intelligence training.



ASSESSMENT



OUR PROCESS

Needs Assessment

We start by understanding your organization's specific needs and objectives.

Program Design

We develop a customized training program that addresses your goals.

Implementation

Our expert trainers deliver engaging and interactive sessions.

Evaluation

We assess the program's effectiveness and make necessary adjustments to ensure ongoing success.

At HJM Achievers, our commitment to delivering exceptional training solutions is evident in our meticulous process. By deeply understanding your unique requirements, crafting tailored programs, and continuously evaluating results, we ensure that our training initiatives not only meet but exceed your expectations.





3. Business & Skills Programs

Unleash your potential and drive business success. Our comprehensive training and coaching solutions empower leaders, ignite sales and marketing strategies, optimize HR and customer service operations, and enhance essential soft skills.

Leadership

Elevate your teams and drive corporate success. Our leadership development programs equip individuals and organizations to inspire, innovate, and achieve extraordinary results.

Sales & Marketing

Our sales and marketing programs are focusing on the psychology of the sales and marketing process and how a salesperson can be successful by persuading another human being which is the client which will lead to build a long term business relationship based on human being traits not just dry numbers.

HR & Customer Service

At HJM Achievers, we provide specialized training programs for HR and Customer Service teams, designed to enhance skills, improve efficiency, and elevate the overall experience for employees and customers alike.





Our Services | Training & Coaching



Soft Skills

At HJM Achievers, we understand that soft skills are essential for personal and professional success. Our Soft Skills Training Programs are designed to enhance communication, collaboration, and leadership within your team.

G.R.O.W Model

We utilize the GROW Model to provide structured and effective coaching sessions. The GROW Model is a simple yet powerful framework that helps individuals achieve their goals and improve performance.

What is the GROW Model?

The GROW Model stands for:

- Goal: Defining what you want to achieve.
- Reality: Assessing the current situation.
- Options: Exploring possible strategies and actions.
- Will: Determining the way forward and committing to action.

Benefits of GROW Model Coaching:

- **Clarity and Focus:** Clearly defined goals and a structured approach provide direction and purpose.
- **Increased Motivation:** Breaking down goals into manageable steps boosts motivation and commitment.
- **Enhanced Problem-Solving:** Exploring multiple options encourages creative and effective solutions.
- **Accountability:** Regular check-ins and progress tracking ensure accountability and sustained effort.

Translation Services

Our team of highly qualified linguists, with expertise across a vast array of industries, meticulously translate your critical documents, presentations, and marketing materials.

We don't just convert words; we ensure our client's message resonates powerfully in the target language, preserving cultural nuances and professional tone. This ensures seamless communication that strengthens global partnerships and fosters successful international ventures.



Our experts have extensive experience in translating documents and conversation direct translation/interpretation for commercial and technical purposes in several languages:

- | | |
|------------|---------------------|
| 1. Arabic | 6. Bahasa Indonesia |
| 2. English | 7. Thai |
| 3. French | 8. Tagalog |
| 4. Spanish | 9. Mandarin |
| 5. Malay | |



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Business Development & Marketing Consultancy

At HJM Achievers, we specialize in driving business growth and enhancing market presence through strategic development and innovative marketing solutions. Our comprehensive consultancy services are designed to align with your business objectives and deliver measurable results.

Strategic Business Development

We understand that sustainable growth requires a clear vision and a strategic approach. Our business development services include:

- Market Analysis
- Growth Strategy
- Partnerships & Alliances
- Performance Metrics

Innovative Marketing Solutions

Our marketing consultancy services are crafted to enhance your brand's visibility and engage your target audience effectively. We offer comprehensive solutions include:

- Brand Development
- Digital Marketing
- Content Strategy
- Campaign Management

Business Setup Process:

HJM Achievers is your trusted partner in establishing a successful business in Singapore and UAE. We offer comprehensive support from initial location selection to ongoing compliance.

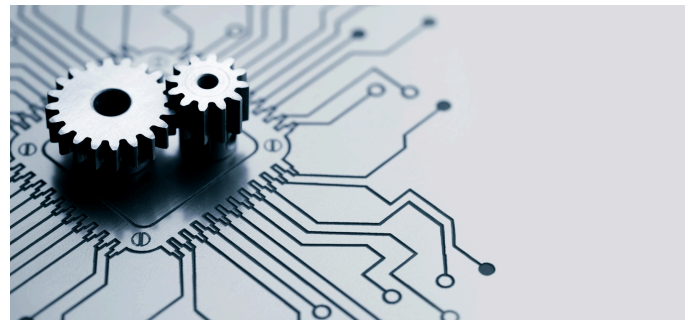
- **Strategic Location Analysis:**
Determine the optimal business setup between mainland (with ownership restrictions) and a Free Zone.
- **Legal and Administrative Ease:**
Benefit from expert legal counsel, streamlined documentation, and efficient administrative support.
- **Licensing and Regulatory Compliance:**
Secure necessary business licenses and adhere to local regulations with our guidance.
- **Financial Foundation:**
Establish corporate bank accounts and manage ongoing tax and compliance requirements.
- **Talent Acquisition Support:**
Obtain essential visas for your employees to build a high-performing team.

Let HJM Achievers handle the complexities, so you can focus on growing your business.

Industries We Serve

HJM Achievers offers specialized solutions tailored to the unique demands of your industry.

With a deep understanding of diverse sectors including **technology**, **healthcare/medical tourism**, **manufacturing**, **retail**, **financial services**, **education**, and **non-profit**, we provide strategic guidance and practical support to help you overcome challenges and capitalize on opportunities.



www.hjmhub.com



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LOCATIONS

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