

MD FAYJUL ISLAM

Dhaka, Bangladesh | +88 01688-833485 | iamfayjulislam@gmail.com

PROFESSIONAL SUMMARY

Results-driven Lead Generation Specialist and Project Coordinator with a background in Automobile Engineering, specialized in optimizing outbound sales pipelines and technical data research. Proven track record in orchestrating end-to-end lead generation lifecycles, leveraging CRM automation (HubSpot, Salesforce) to drive measurable business growth. Expert in manual lead verification and data enrichment, consistently delivering high-accuracy B2B contact lists for niche markets including Real Estate, SaaS, and Medical Spas.

CORE COMPETENCIES

| Lead Generation & Sales | Project & Team Leadership | Technical Proficiency |
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| <ul style="list-style-type: none">B2B Prospecting & OutreachManual Lead VerificationPipeline Strategy DesignAppointment Setting | <ul style="list-style-type: none">CRM Architecture & ManagementWorkflow Process AutomationCampaign Performance TrackingStakeholder Coordination | <ul style="list-style-type: none">Data Research & EnrichmentGoogle & Facebook AdsAdvanced Excel AnalysisLogistics & Documentation |

PROFESSIONAL EXPERIENCE

Lead Generation & Data Research Specialist

2021 – Present

Sales Maestro

Remote

- Orchestrate high-volume data research and outreach strategies, focusing on high-accuracy investor lead generation and pipeline optimization.
- Developed specialized B2B contact lists for diverse industry campaigns, utilizing advanced geographic and industry filters to target high-value market segments.
- Design and implement manual verification workflows using tools like Hunter and ZeroBounce, maintaining high lead accuracy rates and significantly reducing email bounce rates.
- Manage HubSpot CRM operations, automating lead scoring and distribution to improve team response times and appointment setting efficiency.

Social Media & Facebook Ads Executive

Jul 2019 – Aug 2023

Ads Grow BD

Remote

- Managed end-to-end Facebook and Instagram ad campaigns, focusing on cost-per-lead optimization and audience retargeting.
- Produced high-converting creative assets including graphic design and video content, resulting in a consistent increase in qualified web traffic.

International Operations Executive

Jun 2018 – Nov 2020

Fardar Express

Dhaka, Bangladesh

- Coordinated complex logistics operations and customs documentation, ensuring 100% compliance with international shipping regulations.
- Streamlined documentation workflows to accelerate shipment processing and improve operational efficiency.

TECHNICAL SKILLS & TOOLS

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| CRM & Automation | HubSpot, Salesforce, Kixie, Zapier |
| Lead Research | ZoomInfo, Apollo.io, LinkedIn Sales Navigator, Hunter.io, ZeroBounce |

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| Digital Ads | Google Ads (Certified), Facebook Ads Manager, Instagram Ads |
| Data Analysis | Advanced MS Excel, Google Sheets, Performance Reporting |

EDUCATION & CERTIFICATIONS

- **Diploma in Engineering (Automobile)** – Shyamoli Ideal Polytechnic Institute [cite: 28]
- **Professional Certification - Digital Marketing** – Bongiyoy by Pijush Saha [cite: 28]
- **Google Ads Professional Certification** – Google [cite: 30]