

Rashid Ali Rana

B2B Lead Generation Specialist
Pir Mahal, Punjab, Pakistan

Professional Summary

B2B Lead Generation Specialist with 4+ years of experience helping startups, agencies, consultants, SaaS companies, and B2B organizations build targeted prospect lists through LinkedIn research, company research, and data enrichment. Experienced with LinkedIn Sales Navigator, Apollo.io, Microsoft Excel, and Google Sheets.

Core Services

- B2B Lead Generation
- Prospect List Building
- LinkedIn Research
- Company Research
- Decision-Maker Research
- Data Enrichment
- Web Research
- Data Cleaning

Tools

LinkedIn Sales Navigator, Apollo.io, Microsoft Excel, Google Sheets, Google Search, Hunter.io, Snov.io, NeverBounce

Key Skills

Prospect Research, Contact Research, Business Research, Data Collection, CRM-ready Data, Spreadsheet Management, Market Research, Data Entry

Professional Experience

Freelance B2B Lead Generation Specialist (2021–Present)

- Built targeted B2B prospect lists.
- Researched decision-makers and companies.
- Delivered organized CRM-ready spreadsheets.
- Performed data enrichment and quality checks.

Why Work With Me

Accurate research • Strong attention to detail • Fast communication • On-time delivery • Confidential handling of client information.