

## Contact

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## Top Skills

Lead List Building

B2B Marketing

LinkedIn Sales Navigator

## Languages

English (Native or Bilingual)

# Md Sabuj Islam

B2B Prospect Research & Verified Business Data Specialist | High-Quality Targeted Lists for SaaS, Agencies & Coaches

Dinajpur, Rajshahi, Bangladesh

## Summary

Hi, I'm Md. Sabuj Islam, a B2B Prospect Research and Verified Lead Generation Specialist focused on helping SaaS companies, agencies, and coaches connect with their ideal customers. I build high-quality, verified prospect lists that help businesses generate real sales conversations instead of wasting time on inaccurate or irrelevant data. My clients include SaaS founders, marketing agencies, consultants, and service providers across the USA, UK, Canada, and Australia. My work is focused on precision targeting, not random data scraping. Every list is manually researched and structured based on your Ideal Customer Profile (ICP), including industry, job titles, company size, and decision-maker roles. What I deliver: Verified B2B Decision Makers (Founder, CEO, Head of Growth, Marketing Directors) ICP-Based Targeted Business Research LinkedIn & Company Profile URLs for outreach Clean CRM-Ready Google Sheets 95%+ Data Accuracy using premium verification tools My goal is simple: help you reduce cold outreach waste and increase reply rates by giving you accurate, relevant, and ready-to-contact prospects. I focus on long-term partnerships built on trust, consistency, and data quality. If you need a reliable research partner who understands outreach performance, let's connect. I can also provide a free sample list based on your ICP before starting any project.

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## Experience

### Future IT Institute

Laboratory Assistant

July 2025 - Present (11 months)

As an intern at Future IT Institute, I gained hands-on experience with advanced digital marketing concepts. This role helped me build my foundation in GA4, Google Tag Manager (GTM), and Facebook Conversion API (CAPI).

Key Roles and Lessons Learned: Practical Application: Ensuring accurate

data tracking using GTM and GA4 in various demo projects at the institute. Technical Support: Helping new students set up tracking and troubleshoot issues related to Facebook Pixel. Real-World Scenarios: Gaining hands-on experience in understanding the importance of data accuracy and server-side tracking. This experience helped me develop into a results-oriented data tracking specialist.

## Self-employed

### B2B Lead Generation & Data Specialist (Freelance)

July 2024 - Present (1 year 11 months)

Bangladesh

Build targeted B2B prospect lists for SaaS companies, agencies, and service providers

- Identify decision-makers (CEO, Founder, Head of Marketing, Sales Leaders) based on ICP criteria
- Conduct in-depth market research using LinkedIn Sales Navigator and business databases
- Deliver verified contact data and LinkedIn profile URLs for outreach campaigns
- Structure clean, CRM-ready Google Sheets for pipeline management
- Ensure high data accuracy through manual verification and professional tools

Tools: LinkedIn Sales Navigator, Apollo.io, Crunchbase, Google Sheets, Data Verification Tools

## Ashrafi Local Leads & Ads

### Digital Specialist

October 2025 - October 2025 (1 month)

As an Advanced Data Tracking Specialist, I partner with e-commerce and high-ticket service businesses (especially Real Estate) to solve complex data loss issues and maximize ad efficiency. Key Responsibilities & Achievements: CAPI Implementation: Successfully integrated Server-Side Tracking (Facebook CAPI) via GTM/Server Containers for over 15 clients, reducing data discrepancy from an average of 35% to less than 5%. GA4 Migration/Setup: Handled end-to-end migration and setup of Google Analytics 4 to ensure accurate cross-platform reporting and funnel visualization. Lead Quality: Optimized Facebook/Instagram Lead Forms and campaigns for high-quality leads, resulting in an average 15-20% decrease in Cost Per Qualified Lead (CPQL). Data Integrity: Audited and resolved tracking issues (Deduplication,

Event Match Quality) to restore reliable data streams essential for campaign optimization.

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## Education

SRA Institute of Science and Technology, Dinajpur

Diploma of Education, Apparel and Textiles · (September 2018 - March 2023)

Khansama Business Management College, Dinajpur, Bangladesh

Higher Secondary Certificate (HSC), Accounting and Business/

Management · (March 2016 - October 2018)

Basuli High School, Khansama, Dinajpur

Secondary School Certificate (SSC), Computer Science · (January

2006 - February 2012)

Dinajpur Government Collage, Dinajpur

Middle School Diploma, PHYSICAL SCIENCES

Khansama Tandoori Restaurant

High School Diploma, Accounting and Business/Management