

Curriculum Vitae

Samiul Faruk

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Career Objective:

To pursue an excellent career, I would welcome a rewarding and challenging job that will not only involve my current skills, but will hopefully help me acquire some new ones

Strength:

- Hard working and have the ability to work under pressure,
- Able to learn quickly and to understand technical issues,
- Self-driven, responsible, innovative, cooperative,
- Honest, trustworthy, self-motivated, energetic, adaptive to any environment.

Work Experience

- **Senior Associate (Inside Sales)**

Quantanite

Duration: December 2019 – Present

- Manage and build overall email marketing strategy.
- Create various email lists and campaigns.
- Compiling email lists.
- Create email databases for lead generation
- Campaign plan and outbound marketing campaigns to promote products and/or services alongside developing relationships with potential customers.
- Creating and monitoring a wide variety of email campaigns.
- Quality control (QC) all the data for campaign.
- Create and design various CTAs and email templates
- Test every campaigns success.
- Tracking and analyzing campaign results.
- Following up on email, if there no response from the initial emails.
- Determine email marketing KPIs.
- Develop and present reports on a weekly basis.
- Analyze campaign performance and suggest improvements
- Search positive response full profile.
- Develop a lead generation strategy.
- Analyze data to get smart insights.
- Suggest methods for improvements.

- Lead Generation as per the business strategy.
- Research Specialist (LinkedIn, Sales navigator, Social Media feeds, and different other platforms).
- Quality Assurance operations on lead research data.
- Collects and evaluates potential sales opportunities.
- Evaluating leads.
- Support sales team to improve performance, control and maintenance of their leads.
- Prepare and analyze marketing and sales pipeline reports and dashboards.
- Project Management.
- Data analysis.
- Data Processing Management.
- Data Cleaning and Preparation.
- Database Management.
- Train new associate & improvement.

• **Executive (Development)**

Earnest Engineering Works (Pvt) Ltd

Duration: March 2017 - October 2019

- Making planning, writing report & documentation.
- Maintaining communication with the customer & with support higher levels.
- Assistance given to “Earnest” clients answering their demands & questions.
- Keeping in touch with suppliers & developing cordial relationships with them.
- Making sure that all supplier information & records are up to date.

Scholastic Attainments:

Bachelor of Science in Electrical and Electronics Engineering

Name of the Institution : American International University-Bangladesh (AIUB)
Department : Department of Electrical and Electronics Engineering
Year of Completion : 2017
Result : 3.41 [on the scale of 4.00]

Higher Secondary Certificate (H.S.C)

Name of the Institution : Adamjee Cantonment College Dhaka
Year of Completion : 2011
Board : Dhaka
Result : GPA 3.90

Secondary School Certificate (S.S.C)

Name of the Institution : Adamjee Cantonment Public School Dhaka
Year of Completion : 2009
Board : Dhaka
Result : GPA 5.00

Training Summary:

CCNA	AIUB	6 months
RHCSA	Linux Pathshala	3 months

Computer Skills:

Design

AutoCAD Adobe Photoshop

Language

Code Blocks C & C++

Application packages

Microsoft Office (Word, Excel, PowerPoint, Outlook)

Language Skill:

- 1. Bengali:** Proficiency in Reading, Writing, Speaking & Listening.
- 2. English:** Proficiency in Reading, Writing, Speaking & Listening.

Self-Profile:

Name	: Samiul Faruk
Father's Name	: Omar Faruk Dhali
Mother's Name	: Sakhina Begum Dulia.
Permanent Address	: Vill: Dhitpur, PO: Kanakshar, PS: Lauhajong, Dist: Munshigonj.
Date of Birth	: 04-07-1994.
Nationality	: Bangladeshi by birth
Religion	: Islam.
Marital status	: Single
National ID	: 8217076408
Blood Group	: O+
Gender	: Male

References:

Farhana Afroz

Senior Architect
Paradigm Architect & Engineers
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Bishwajit Banik Pathik

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AIUB
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I, the undersigned, certify that according to my knowledge and belief, this resume correctly describes my qualifications and me.

Thanking You



Samiul Faruk