

# MD. SABBIR HOSSAIN

GTM & Outreach Leader | B2B Growth, Campaign Strategy & Revenue Enablement

## PROFILE

Go-To-Market (GTM) and Outreach Manager with hands-on experience designing, executing, and scaling B2B outbound and pipeline-driven growth initiatives. Proven ability to translate business objectives into structured GTM strategies through outbound campaigns, CRM and marketing automation, process optimization, and performance reporting.

Experienced in end-to-end campaign management, including targeting, tooling, execution, quality assurance, analytics, and optimization. Strong cross-functional partner to Sales, Customer Success, Revenue Operations, and Leadership, aligning outreach programs with revenue goals and operational efficiency.

Demonstrated success leading teams, managing high-volume and time-sensitive campaigns, and driving continuous improvement in fast-paced, data-driven environments. Actively seeking Manager-level opportunities in GTM, Outreach, Growth, or Revenue Operations.

## WEBSITES, PORTFOLIOS, PROFILES

- [www.linkedin.com/in/sabbirho](http://www.linkedin.com/in/sabbirho)

## SKILLS

- Go-To-Market & Growth**
  - B2B Outbound & Pipeline Generation
  - ICP Definition & Account-Based Outreach (ABM)
- Outreach & Campaign Management**
  - End-to-End Campaign Operations
  - Quality Assurance (QA) & Compliance
- Revenue Operations & Systems**
  - Marketing & Sales Automation Tools
  - Data Management & Reporting
- Analytics & Reporting**
  - Campaign Performance Metrics
  - Forecasting & Trend Analysis
  - Team Leadership & People Management
- Go-To-Market (GTM) Strategy
  - Market Segmentation & Targeting
  - Revenue Growth & Funnel Optimization
- Outbound Email & Multi-Channel Campaigns
  - High-Volume Campaign Execution
  - Performance Tracking & Optimization
  - CRM Management (Salesforce, HubSpot, or equivalent)
  - Workflow Design & Process Automation
  - KPI Definition & Dashboarding
  - Pipeline & Conversion Analysis
  - Operational Reporting & Insights
- Cross-Functional Leadership**
  - Sales, Customer Success & WFM Collaboration

- Stakeholder Management
- Process Improvement & Documentation
- Execution & Delivery**
- Time-Sensitive Campaign Delivery
- Operational Excellence
- Continuous Improvement Mindset
- Accuracy, Accountability & Attention to Detail

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## PROFESSIONAL EXPERIENCE

**TEAM LEADER (OUTBOUND CAMPAIGN & GTM STRATEGY)** 08/2023 to Current  
Quantanite, Dhaka, Bangladesh

**CLUSTER HEAD & TRAINER, OUTBOUND CAMPAIGN** 08/2020 to 07/2023  
Quantanite, Dhaka

**SENIOR ASSOCIATE, OUTBOUND CAMPAIGN TEAM** 08/2019 to 07/2023  
Quantanite

**ASSOCIATE, LEAD GENERATION** 08/2018 to 07/2019  
Quantanite

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## EDUCATION

**Jagannath University**  
**MBA**, Accounting & Information Systems, 2017

**Jagannath University**  
**BBA**, Accounting & Information Systems, 2016

**Dhaka Commerce College**  
**H.S.C**, Business Studies, 2010

**Dhanmondi Govt. Boys' High School**  
**S.S.C**, Business Studies, 2008

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## LANGUAGES

Bangla: Native

English: Fluent

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## COURSES

Decision Making & Problem Solving Strategies, Quantanite LMS

Generative AI Mastermind, Outskill

Lean Six Sigma: Green Belt, Alison

Advanced Google Sheet Formulas, Quantanite LMS

Diploma in GDPR & Data Protection, Alison

AWS Cloud Practitioner Essentials, AWS

Generative AI Overview for Project Managers, PMI

Time Management, Quantanite LMS

Team Leader Masterclass Training, Quantanite LMS

Looker Studio Dashboard (Data Visualization)

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**AWARDS**

**Quantanite**

- Best Team Leader of the Year, 2025
- Best Team Leader, Quarter-02, 2025
- Best Team Leader of the Year, 2024
- Best Team Leader, Quarter-02 & Quarter-04, 2023
- Superstar Employee of the Year, 2022
- Superstar Employee of the Month, February 2022

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**VOLUNTEERING &  
SOCIAL IMPACT**

- First Aider (Trained by Bangladesh Red Crescent Society), Quantanite
- Blood Donor, B(-) Blood Donor Community
- Ex-Mentor, Child & Women Health, CAT