MD. SABBIR HOSSAIN

GTM & OUTREACH LEADER | B2B GROWTH, CAMPAIGN STRATEGY & REVENUE ENABLEMENT

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🔗 linkedin.com/in/sabbirho

🔗 https://github.com/sabbirhossain-source

🔗 https://bit.ly/3LA2rdB

PROFILE

Go-To-Market (GTM) and Outreach Manager with 7+ years of experience supporting 200+ clients and building scalable B2B outbound and pipeline-driven growth programs.

Experienced in translating business objectives into structured GTM strategies through outbound campaigns, CRM and marketing automation, process optimization, and performance reporting, while managing end-to-end campaign operations including targeting, execution, quality assurance, and optimization.

Proven leader of high-volume, time-sensitive campaigns, partnering cross-functionally with Sales, Customer Success, Revenue Operations, and Leadership to drive operational efficiency, continuous improvement, and repeatable revenue growth.

EDUCATION

Jagannath University

MBA: Accounting & Information Systems

Jagannath University

BBA: Accounting & Information Systems

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

PROFESSIONAL EXPERIENCE

Quantanite - Team Leader (Outbound Campaign & GTM Strategy)
Dhaka, Bangladesh • 08/2023 - Current

Quantanite - Cluster Head & Trainer, Outbound Campaign
Dhaka • 08/2020 - 07/2023

Quantanite - Senior Associate, Outbound Campaign Team
08/2019 - 07/2023

Quantanite - Associate, Lead Generation
08/2018 - 07/2019

SKILLS

Go-To-Market & Growth:	GTM Strategy, B2B Outbound & Pipeline Generation, Market Segmentation, ICP & ABM, Revenue & Funnel Optimization.
Outreach & Campaign Management:	Multi-Channel Outbound Campaigns, End-to-End Campaign Operations, High-Volume Execution, QA & Compliance, Performance Optimization.

COMMUNITY SERVICE & VOLUNTEER WORK

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

LANGUAGES

Bangla: Native

English: Fluent

Revenue Operations & Systems:	CRM Management, Sales & Marketing Automation, Workflow Design, Data Management, KPI & Dashboarding.
Analytics & Reporting:	Pipeline & Conversion Analysis, Campaign Performance Metrics, Operational Reporting, Forecasting & Trend Analysis.
Leadership & Execution:	Team Leadership, Cross-Functional Collaboration (Sales, CS, WFM), Stakeholder Management, Process Improvement, Operational Excellence.

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)