

MAHIBUL ISLAM FUHAD

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PROFESSIONAL SUMMARY

Business Development and B2B Sales professional with 2+ years' experience across ERP software, ISP, and digital marketing sectors. Closed first ERP sale within two months of hire, generated 4+ qualified leads daily at a 20% conversion rate, and cut SME onboarding time by 30% through consultative selling and CRM-based pipeline management. MBA-qualified, with hands-on experience across the full sales cycle — prospecting, demoing, negotiating, and post-sale client training. Partnered cross-functionally with technical teams to cut implementation timelines by 20% and strengthen client retention.

CORE COMPETENCIES

B2B Sales & Business Development • Lead Generation & Prospecting • CRM Management • ERP Software Sales (GPAC) • Client Relationship Management • Sales Presentations & Product Demos • Cold Calling & Outbound Campaigns • Market & Competitor Research • Client Onboarding & Training • Team Leadership • Digital Marketing & Social Selling • Google Analytics & HubSpot

PROFESSIONAL EXPERIENCE

Sales and Marketing Executive

Jun 2025 – Apr 2026

Generation-Next IT Solution Ltd. — Dhaka, Bangladesh

- Closed first ERP software sale within second month of employment, exceeding new-hire ramp expectations.
- Ran daily outbound sales campaigns (50+ emails, 100 SMS, 20–30 calls) to build a qualified SME lead pipeline.
- Identified and engaged 10+ SME prospects, securing and delivering ERP software demonstrations that converted to sales.
- Contributed to 10+ successful GPAC ERP installations for SME clients, ensuring seamless integration and adoption.
- Delivered on-site and online product training to 15+ clients, supporting successful software rollout.
- Partnered with the technical team to streamline handoffs, cutting implementation timelines by 20%.
- Supported end-to-end sales process from prospecting to close, improving client onboarding efficiency by 30%.
- Maintained a 90% client satisfaction rate across ongoing technical and operational support for active accounts.
- Grew company LinkedIn presence through targeted content, increasing brand visibility by 40%.

Business Development Executive

Mar 2025 – May 2025

BEE Online Ltd. (ISP) — Dhaka, Bangladesh

- Generated an average of 4 qualified leads daily via 30–40 outbound calls, achieving a 20% conversion rate.
- Conducted 20+ daily field visits to households and SMEs, driving new customer acquisition for ISP services.
- Partnered with the marketing team on targeted Facebook ad campaigns, cutting cost-per-lead by 20%.

Digital Marketing Manager (Remote)

Jul 2021 – Jun 2022

TBL Tech Nerds LLC — Boulder, CO, USA

- Led a team of 6 marketers and 2 designers, delivering campaigns that grew online engagement by 50%.
- Managed client relationships and delivery timelines, improving retention by 30% and cutting delays by 25%.
- Built content calendars and SEO strategy that grew organic traffic 30% within 6 months.
- Analyzed campaign performance in Google Analytics and HubSpot, reducing cost-per-acquisition by 15%.
- Ran daily performance reviews with senior management, improving team accountability by 40%.

Customer Service Representative

Apr 2021 – Nov 2021

Vision Blue Communications — Dhaka, Bangladesh

- Resolved 50+ daily customer inquiries with a 90% first-contact resolution rate.
- Escalated 10+ complex cases cross-departmentally, ensuring timely resolution and retention.
- Trained 3 new representatives, improving team efficiency by 25%.

PROJECT

PixelBurn AI — Founder / Builder

- Built and launched a Next.js and FastAPI web app using AI-based inpainting to remove watermarks from media, including custom UI and real-time processing.

EDUCATION

Master of Business Administration (MBA), Human Resource Management — Uttara University, Dhaka

2024 | CGPA: 2.98/4.00

Bachelor of Business Administration (BBA), Marketing — Shanto Mariam University of Creative Technology, Dhaka

2022 | CGPA: 3.52/4.00

Higher Secondary Certificate (HSC), Business Studies — Tongi City College, Dhaka

2017 | GPA: 3.08/5.00

Secondary School Certificate (SSC), Business Studies — Uttara High School & College, Dhaka

2015 | GPA: 4.52/5.00

CERTIFICATIONS & TRAINING

- Professional 3D Animation — Creative IT Institute (2024): 3D Modeling, Rigging, Character Design, Autodesk Maya, ZBrush, Substance Painter.

PROFESSIONAL AFFILIATIONS

Vice President – Dhaka District, Ignite Global Foundation

Sep 2024 – Feb 2025

- Led community initiatives across education, youth development, women's empowerment, and disaster relief for the Dhaka district, coordinating volunteers and local stakeholders.

ADDITIONAL INFORMATION

Languages: English, Hindi

Interests: AI & Technology, Website Building, Reading, Animation