

RAHIB AZAM

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WORK EXPERIENCE

HubSpot Specialist

Jun 2024 - Present

INSIDEA

- Onboarded 50+ clients to HubSpot, achieving a 95% satisfaction rate.
- Implemented and Customized HubSpot solutions for diverse clients, tailoring workflows, pipelines, and dashboards to align with business goals.
- Streamlined Onboarding Processes, reducing setup time by 40% and ensuring seamless transitions to HubSpot.
- Optimized Marketing Campaigns, boosting email engagement rates by 20% and improving lead conversions by 25%.
- Provided Expert Training, enabling clients to achieve 90% proficiency in HubSpot tools and features.
- Analyzed Client Data, developing actionable strategies that drove measurable improvements in ROI.
- Collaborated with Cross-Functional Teams, ensuring alignment between HubSpot implementations and client objectives.
- Maintained Platform Performance, resolving technical issues and guaranteeing 100% functionality for clients.

HubSpot Specialist

Nov 2021 - Jun 2024

Inbouncy LLC

- Onboarded 20+ clients to HubSpot, achieving a 100% satisfaction rate.
- Optimized 100+ landing pages, workflows, and emails, increasing lead conversions by 25%.
- Segmented and Analyzed data, improving email open rates by 20% and click-through rates by 15%.
- Enhanced Deliverability strategies, achieving 98% inbox placement and reducing bounce rates by 30%.
- Streamlined Processes, cutting campaign setup time by 50% with scalable workflows.
- Updated Website Content, boosting traffic by 40% and reducing bounce rates by 20%.
- Produced SEO Blogs, driving a 25% increase in organic search traffic.

Freelance HubSpot Specialist

Feb 2021 - Jun 2024

Self-Employed

- Customized HubSpot tools, increasing lead generation by 30%.
- Trained 20+ clients, achieving 90% HubSpot proficiency.
- Optimized campaigns, improving marketing ROI by 20%.
- Resolved technical issues, ensuring 100% platform uptime.
- Collaborated with teams, reducing project turnaround time by 15% and boosting client retention by 10%.

EDUCATION

Certified Inbound Marketing Specialist

Feb 2020 - Present

HubSpot Academy

- Gained in-depth understanding of modern marketing techniques, effective sales methodologies, and industry-leading customer service best practices.
- Committed to ongoing professional development, demonstrating a passion for staying ahead of the curve in the dynamic marketing, sales, and customer service landscapes.

GED

Jun 2024 - Jan 2025

PIE Academy

- Completed a comprehensive general education curriculum, establishing a strong foundation in critical thinking and problem-solving skills essential for professional development.

ADDITIONAL INFORMATION

- **Technical Skills:** HubSpot CRM Implementation, Workflow Automation, Email Marketing Optimization, Landing Page Development, Lead Nurturing, HubSpot Reporting and Dashboards, Technical Troubleshooting.
- **Languages:** English
- **Certifications:** Inbound Marketing, HubSpot Marketing Hub Software, HubSpot CMS For Marketers, HubSpot Sales Software, Service Hub Software, HubSpot Reporting, 7+ certifications.