TAUQEER AHMED
Lead Generation & Data Scraping Expert

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SUMMARY

Results-driven Computer Science graduate with over two years of experience in lead generation, data scraping, email verification, and email marketing. Proficient in utilizing advanced tools and platforms to collect, verify, and manage high-quality leads for targeted campaigns. Skilled in Microsoft Excel, email automation, and campaign optimization, with a proven track record of delivering successful projects on Freelancer.com. Adept at leveraging data-driven strategies to maximize client ROI and engagement.

EDUCATION

Bachelor of Computer Science
Shah Abdul Latif University, Khairpur, Pakistan
2013 – 2017

Master in Microsoft Office Excel
Edunoix Online Institute
2023

Lead Generation Advanced Module
SR Digital Academy Karachi, Pakistan
2022

SKILLS

Lead Generation & Data Scraping: Google Maps, Yellow Pages, Europe Pages, Facebook, LinkedIn, LinkedIn Sales Navigator, Instagram, Apollo.io, Seamless.ai, Yelp.com.

Data Scraping Tools: Web Scraper, Octoparse, Scrapy, Beautiful Soup and other automation tools as per need

Email Verification Tools: NeverBounce, ZeroBounce, Million Verifier & Custom Own Tools

Email Marketing Platforms: Mailchimp, SendGrid, HubSpot, Constant Contact, ActiveCampaign

Analytics & Tracking: Google Analytics, Litmus, Email on Acid

Microsoft Office: Excel (Expert – Pivot Tables, VLOOKUP, Macros, VBA), Word, PowerPoint

Soft Skills: Analytical thinking, client communication, project management, attention to detail

EXPERIENCE

Lead Generation & Data Scraping Specialist

Freelancer.com & Independent Projects
January 2022 – Present

Executed 129+ projects on Freelancer.com, specializing in lead generation and data scraping across diverse industries.

Scraped and curated high-quality leads from platforms including Google Maps, Yellow Pages, Europe Pages, Facebook, LinkedIn, Instagram, Apollo.io, Seamless.ai, and Yelp.com, generating over 7,815,685 verified leads for clients.
Utilized tools like Web Scraper, Octoparse, Scrapy, and Beautiful Soup for efficient data extraction and automation.

Developed custom scripts for data collection from complex websites, ensuring compliance with platform terms and data privacy standards.
Organized and analyzed scraped data using Microsoft Excel (pivot tables, VLOOKUP, macros) to deliver actionable insights to clients.

Email Verification & Lead Validation Specialist

Freelancer.com & Independent Projects
January 2022 – Present

Verified email lists using industry-standard tools such as NeverBounce, ZeroBounce, Emailable, and Hunter.io to ensure deliverability and reduce bounce rates (maintained <2% bounce rate for campaigns).

Implemented multi-step verification processes, including syntax checks, domain validation, and SMTP checks, to ensure lead accuracy.

Integrated APIs from verification tools into workflows to automate email validation for large datasets (up to 50,000 leads per project).

Collaborated with clients to refine lead lists, ensuring alignment with target audience demographics and campaign objectives.

Email Marketing Specialist

Freelancer.com & Independent Projects
January 2022– Present

Designed and managed end-to-end email marketing campaigns using platforms like Mailchimp, SendGrid, Brevo, and Constant Contact, achieving average open rates e.g., 25%.and click-through rates e.g 5%+.

Scheduled and automated email campaigns, segmenting audiences based on demographics, behavior, and engagement metrics.

Tracked campaign performance using tools like Google Analytics, Litmus, and native platform analytics to optimize subject lines, content, and send times.

Ensured compliance with email regulations (e.g., CAN-SPAM, GDPR) to maintain deliverability and client trust.

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