



About Me

Certifications

Experience

Campaigns

Contact



ENGINEER



PORTFOLIO



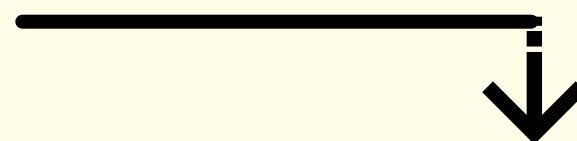
Youssef Hesham



Top Rated Plus

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ABOUT ME



Youssef Hesham

I'M A GTM NINJA

I've been obsessed with B2B Outbound for 7+ years, from being an SDR to leading GTM at one of the top 1% B2B Marketing agencies. I bought 2 houses and married from it.

I created countless money printing campaigns for almost every niche out there, created SOPs, Business Infrastructure, trainings and sent more than 1,000,000 cold emails.

I'm always on the hunt for this next Alpha that nobody else ever discovered, I think of my campaigns as a patent NFT art and that's how I take my client project seriously.





About Me

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MY EDUCATION



Alexandria University

Bachelor of Science | 2015 - 2019



Birmingham University

Diploma of Food Science | 2019 - 2020

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MY WORK EXPERIENCE

HEAD OF OUTBOUND

Vital Traffic Labs | 2021 - 2025

HEAD OF GTM STRATEGY

Oneaway | 2025

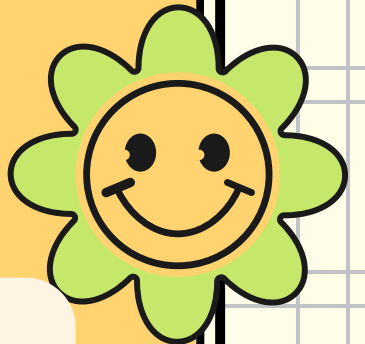
SR. GTM ENGINEER

The Deal Lab | 2025



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MY CAMPAIGNS

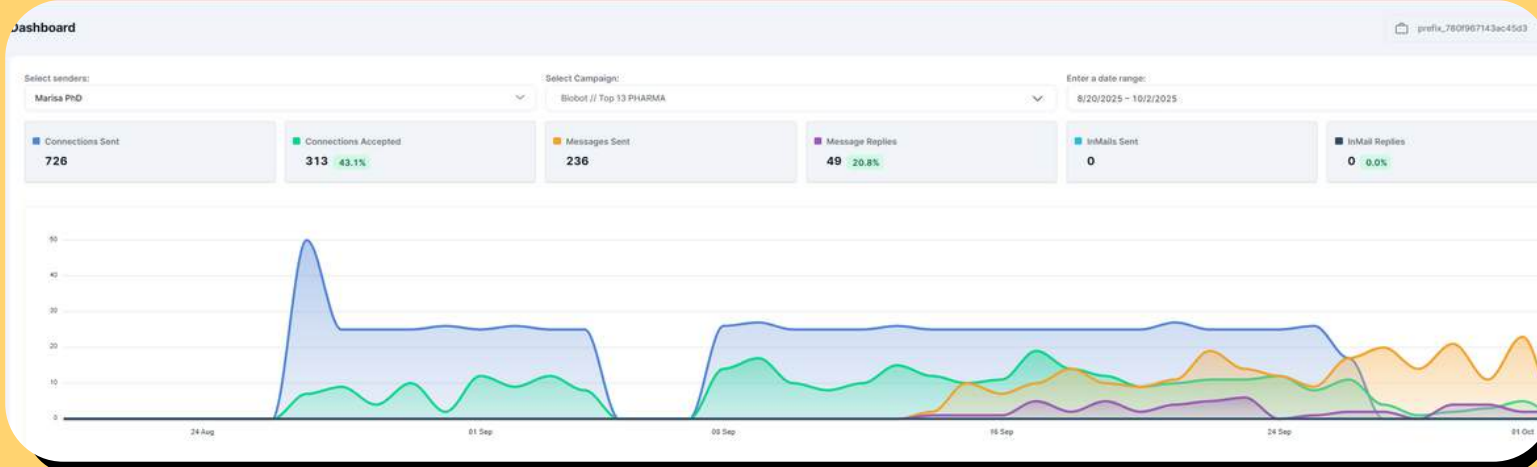


12,711 NA ⓘ
✉ Sent ✉ Opened
301 8.88%
✉ Replied w/OOO 40 17.47%
💰 Positive Reply

16,396 NA ⓘ
✉ Sent ✉ Opened
529 14.67%
✉ Replied w/OOO 63 30.29%
💰 Positive Reply

14,921 NA ⓘ
✉ Sent ✉ Opened
467 8.69%
✉ Replied w/OOO 91 39.06%
💰 Positive Reply

4,176 NA ⓘ
✉ Sent ✉ Opened
32 2.86%
✉ Replied 11 34.38%
💰 Positive Reply



11,060 NA ⓘ
✉ Sent ✉ Opened
203 5.99%
✉ Replied 37 18.23%
💰 Positive Reply

7,247 NA ⓘ
✉ Sent ✉ Opened
146 3.04%
✉ Replied 56 38.36%
💰 Positive Reply



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Growth Opportunity

Transform Your Outreach Into Predictable Revenue

Projected Annual Revenue Potential

\$1,267,200+

Based on current performance metrics + enhanced services



Last 6 Months Performance Highlights

TOTAL CONTACTS REACHED

41,607

Across all campaigns

TOTAL REPLIES

639

1.54% avg reply rate

POSITIVE REPLIES

264

41.3% positive rate

REVENUE POTENTIAL

\$316,800

At 25% close rate

Top Performing Campaigns

OB88 Campaign (Active)

9,854
SENT

180
REPLIES

71
POSITIVE

39.4%
POSITIVE RATE

⚡ Immediate Opportunity: OB88 Campaign

10,745

Untapped Leads

375

Expected Replies

148

Expected Positive

\$177,600

Revenue Potential



Upgrade to Maximize Your Growth

Current Plan

\$4,300/mo

- ✓ 3,500 contacts/month limit
- ✓ Email outreach only
- ✓ Basic reporting
- ✓ No reply management
- ✓ No follow-up system

Growth Plan (Recommended)

\$8,000/mo

- ✓ Unlimited sending volume
- ✓ LinkedIn outreach (2 profiles)
- ✓ Cold calling tier 5 leads
- ✓ Full reply management
- ✓ Multi-channel follow up
- ✓ 40% LinkedIn acceptance rate
- ✓ 33% LinkedIn reply rate
- ✓ Appointment booking included



Testimonials



12-Month Revenue Projection with Growth Plan

MONTHS 1-3

\$316K

Scale email + Launch LinkedIn

MONTHS 4-6

\$475K

Optimize + Cold calling

MONTHS 7-12

\$950K

Full multi-channel scale

Growth Plan ROI Breakdown

Email Channel (Unlimited)

20,000 contacts/mo × 3.5% reply × 39% positive = 273 positive/mo

LinkedIn Channel (New)

500 connections × 40% accept × 33% reply = 66 positive/mo

Total Monthly Positive Replies

339 positive replies

Monthly Revenue Potential

\$101,700/month

@ 25% close rate × \$4,800 yearly value

Investment vs. Return

Annual Investment

\$96,000



Annual Revenue

\$1,220,400

ROI

1,171%

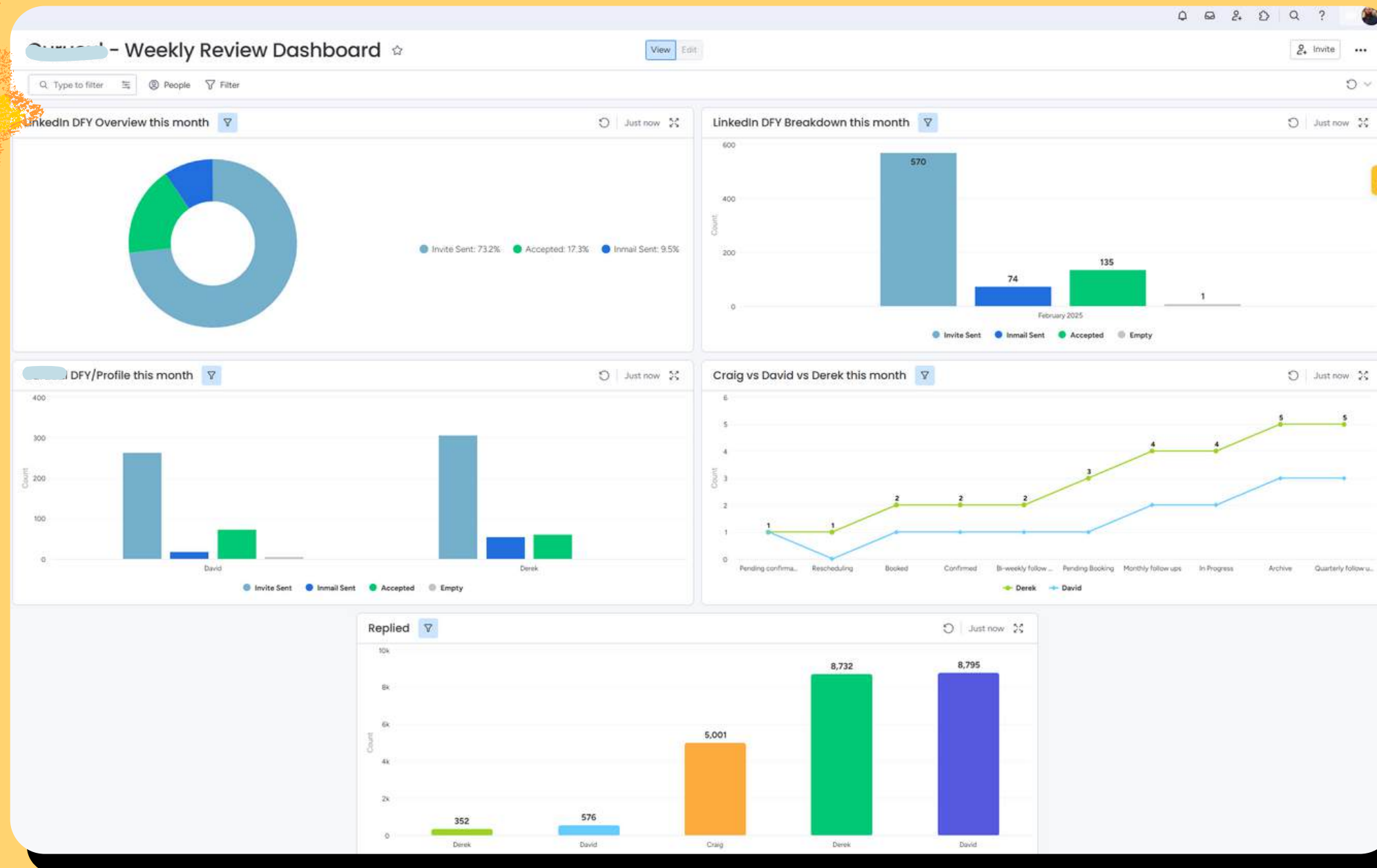
On Wed, Sep 24, 2025 at 2:51 PM, [redacted] wrote:

Hi Kellen,

Nice to talk with you yesterday. I'm definitely interested in the new upgraded option if it really can deliver the big increases you and Youssef described. As I mentioned, profitability is finally in sight

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outreach tracking system + reporting



Automations



Integrations



Webhooks



API Calls



Dashboards



EOD reports

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followups tracking system + reporting

monday work management

Followups

Main Table F/U Dashboard

New lead Search Person Filter Sort Hide Group by

	Lead	Due date	Response type	Status	Confirmation Sta...	Last comment a...	Profile	CHAT	PROFILE	Tags	Campaign Tags
<input type="checkbox"/>	Wayne Maddock Sr. SOC Manager at Take-Two Interactive Software, Inc.	Jul 2	Timing objection			Dec 9, 2024	David	https://www.linked...	https://www.link...		
<input type="checkbox"/>	Mark Bybee Director Information Security at SRS Distribution Inc.	Mar 4	Not interested	Email		Dec 11, 2024	David	https://mail.google...	https://www.link...		
<input type="checkbox"/>	Plus Thasan Leader - Security Engineering and Vulnerability Management at SAP	Apr 3	More info/whitep...	Email		Jan 24	David	https://mail.google...	https://www.link...		
<input type="checkbox"/>	Guillaume LESNE Cloud Security Director at Desjardins	Apr 10	Not interested			Dec 18, 2024	Derek	https://www.linked...	https://www.link...	#RiskFreeImplem...	
<input type="checkbox"/>	Ricardo Faria Information Security Manager at XP Investimentos	Apr 14	Timing objection			Dec 18, 2024	David	https://www.linked...	https://www.link...	#RiskFreeImplem...	
<input type="checkbox"/>	Geof Birchall VP Security Engineering & ISO at Newfold Digital	Feb 24	More info/whitep...	In Progress		Feb 21	Derek	https://www.linked...	https://www.link...		
<input type="checkbox"/>	Justin Lachesky Director, Cyber Resilience at Redis	Apr 4	Timing objection			Jan 22	David	https://www.linked...	https://www.link...		
<input type="checkbox"/>	Mark Wolfheimer Senior Security Manager at Clemens Food Group	Jun 26	Timing objection			Feb 14	David	https://mail.google...	https://www.link...	#Email	
<input type="checkbox"/>	Shavindra Fernando Assistant General Manager / Chief Information Security Officer at Citizens Development ...	Feb 24	More info/whitep...	In Progress		Feb 21	Derek	https://www.linked...	https://www.link...	#GartnerCC,MQ...	
<input type="checkbox"/>	Rashard Adams Information System Security Officer at U.S. Office of Personnel Management (OPM)	Feb 24	More info/whitep...	In Progress		Feb 21	David	https://www.linked...	https://www.link...		
<input type="checkbox"/>	Vincente Medina Manager, Security Operations at Cherokee Federal	Feb 25	More info/whitep...	In Progress		Feb 21	David	https://www.linked...	https://www.link...		
<input type="checkbox"/>	Jonathan Walker Director of Information Security & Systems Architecture at St. Vrain Valley Schools	Feb 21	Not interested			Feb 21	David	https://mail.google...	https://www.link...	#Email	
<input type="checkbox"/>	+ Add lead										

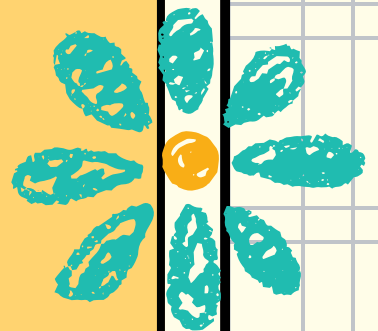
Pending Booking

	Lead	Due date	Response type	Status	Confirmation Sta...	Last comment a...	Profile	CHAT	PROFILE	Tags	Campaign Tags
<input type="checkbox"/>	Scott Sanis Chief Information Security Officer at Globus family of brands	Feb 21	Wants to talk	Pending B...		Feb 21	Derek	https://www.linked...	https://www.link...		
<input type="checkbox"/>	Jon Santee Vice President Information Technology at Atlanta Hawks	Feb 24	Wants to talk	Pending B...		Feb 20	David	https://www.linked...	https://www.link...		
<input type="checkbox"/>	Niky Bihms Director of Cyber Security Operations at Georgetown University	Feb 24	Wants to talk	Pending B...		Feb 21	Derek	https://www.linked...	https://www.link...		
<input type="checkbox"/>	+ Add lead										

Bi-weekly Follow ups

	Lead	Due date	Response type	Status	Confirmation Sta...	Last comment a...	Profile	CHAT	PROFILE	Tags	Campaign Tags
<input type="checkbox"/>	Amber Olah ISSO at Chugach Government Solutions, LLC	Nov 7, 2...	Timing objection	Archive		Nov 4, 2024	David	https://www.linked...	https://www.link...		
<input type="checkbox"/>	David Hegg Senior Director - Operations, Cyber Security (Americas) at Brother USA	Apr 15	Wants to talk			Jan 22	David	https://www.linked...	https://www.link...		
<input type="checkbox"/>	Sonika Singh Senior Manager - Security at PubMatic	Mar 24	More info/whitep...	Email		Jan 16	David	https://mail.google...	https://www.link...	#Email	
<input type="checkbox"/>	Chuck D. Ross Information Security Manager at Kinsale Insurance	Feb 27	More info/whitep...	Bi-weekly f...		Feb 7	Derek	https://www.linked...	https://www.link...	#RiskFreeImplem...	
<input type="checkbox"/>	Stephen Brown Vice President- Information Security Threat Management Specialist- Proactive Insider Threat ...	Feb 24	More info/whitep...	Bi-weekly f...		Feb 18	David	https://www.linked...	https://www.link...	#GartnerCC,MQ...	
<input type="checkbox"/>	Daniel Acosta Manager Information Security Engineering at Hyundai Capital America	Mar 3	Timing objection	Bi-weekly f...		Feb 17	David	https://www.linked...	https://www.link...		

- Followups
- Sends
- Assets
- SOPs
- EOD reports
- DNC lists



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Campaign tracking system + reporting



Campaigns

Integrate Automate / 8 Invite / 1

New campaign Search Person Filter Sort Hide Group by

David - Live LinkedIn Campaigns

Campaign	People	Current Message	Previous Message	Campaign Status	Campaign Tag U.	Start Date	End Date	Mirror	+
David - Template/Google Folder				Live		Oct 29, 2024			
Gartner Magic Quadrant 2024 Report				Live		Sep 25, 2024			
+ Add campaign									

Derek - Live LinkedIn Campaigns

Campaign	People	Current Message	Previous Message	Campaign Status	Campaign Tag U.	Start Date	End Date	Mirror	+
Derek - Template/Google Folder				Live		Oct 29, 2024			
Gartner Insider Threat 2024 report				Live		Sep 25, 2024			
Gartner SIEM Critical Capabilities 2024 Report				Live		Sep 25, 2024			
+ Add campaign									

Craig - Live LinkedIn Campaigns

Campaign	People	Current Message	Previous Message	Campaign Status	Campaign Tag U.	Start Date	End Date	Mirror	+
Craig - Template/Google Folder									
+ Add campaign									

David - Archived LinkedIn Campaigns

Campaign	People	Current Message	Previous Message	Campaign Status	Campaign Tag U.	Start Date	End Date	Mirror	+
+ Add campaign									

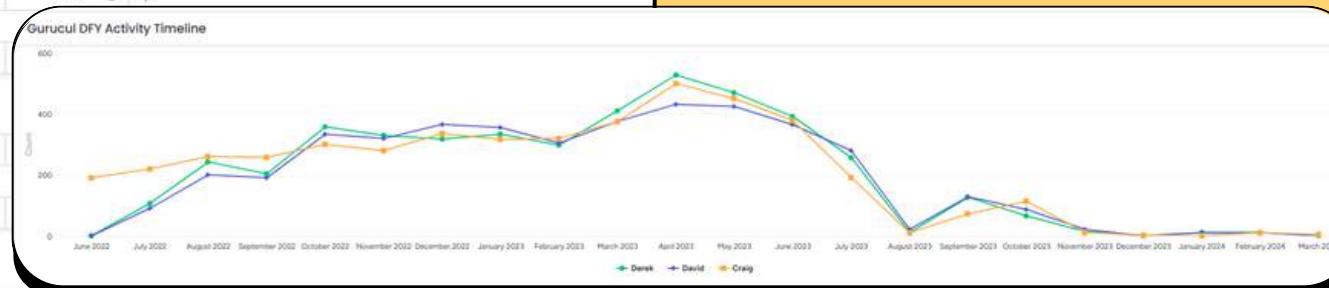
Derek - Archived LinkedIn Campaigns

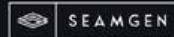
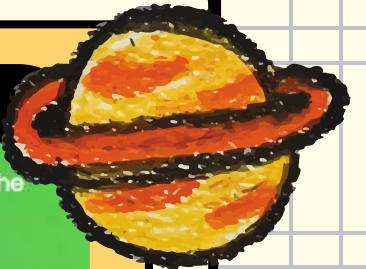
Campaign	People	Current Message	Previous Message	Campaign Status	Campaign Tag U.	Start Date	End Date	Mirror	+
+ Add campaign									

Craig - Archived LinkedIn Campaigns

Campaign	People	Current Message	Previous Message	Campaign Status	Campaign Tag U.	Start Date	End Date	Mirror	+
+ Add campaign									

- Upcoming
- Active
- Paused
- Complete
- Archived



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Boost your developer experience!



WEBINAR | APRIL 30, 11 AM PST

HOW TO IMPROVE DEVELOPER EXPERIENCE & ACHIEVE THE GREATEST RETURNS FROM YOUR SOFTWARE INVESTMENTS

One paradigm of thinking is that if you improve your internal customer experience, then your external customers will benefit too. However, up until now, the developer experience (DX) has been quite siloed and segregated. Establishing a superior DX will increase developer productivity and velocity, in turn impacting their quality of work and ultimately increasing your bottom line.



HICKINSEY & COMPANY, 2022

"The businesses that are achieving the greatest returns from their software investments are those willing to tackle entrenched cultural and structural barriers."

WHAT YOU'LL LEARN

The key takeaways

1. The shocking and often overlooked positive impacts of a great DX
2. The tactics needed to evaluate and measure your DX
3. The traits of culture with a bad DX
4. How to manage stakeholder expectations and welcome digital transformation
5. Proven strategies to begin improving your DX

Take a step towards improving your DX and register now!

Name *

Email *

Organization

Register Now



FinTech API Security: How APIs are Shaping the Future of Financial Services

- What is an API and why is it important for the financial sector?
- What are the most common attacks against APIs in the fintech landscape?
- How the FinTech industry can take proactive steps to fight back against cybercriminals?
- What to immediately do in case you found active threats on your APIs?

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- Storm Damage Repairs
- Seamless Gutter and Siding Repairs
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Get a quote from one of Twin Cities best roofing contractors

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- 90+ 5-star Google reviews
- Highest service rating in the Twin Cities
- Certified Installer of Class 4 Shingles

Who is J. Robert Roofing?

J. Robert Roofing has been installing roofs since 1992. Based out of Eden Prairie, they are the leading Twin Cities installer of class 4 impact-resistant shingles. They are everything you want out of a contractor. They are hands-on, skilled, and very knowledgeable in their trade. Purposely keeping their business small and hands-on is the very key to a rewarding product for their customers. Judging by their reviews, their approach is working very well.



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- Quickly model and monetize your products and services with drag and drop simplicity.
- Simply implement complex pricing schemes with zero coding
- Deploy new products and update existing ones in minutes or hours instead of weeks or months.
- Quickly capture and address sources of revenue leakage.
- Seamlessly integrate your production systems with your billing platform in no time and without the need for custom development or outside consulting resources.

Email

First name

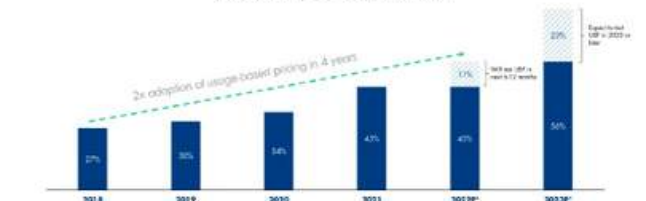
Last name

Company name

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USAGE-BASED PRICING IS GOING MAINSTREAM

Usage-based pricing over time



Source: Openview 2021 Financial & Operating Costs Benchmarks Survey

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Simulate, test and roll out new pricing with a click

Discover your optimal pricing, deploy it rapidly, and increase your deal margin with our industry-first no-code rule-based price modeling and simulation engine.

3. Billing Studio


Seamlessly process invoices and get paid

Manage everything from simple invoice presentation and generation to more complex marketplace payouts in our flexible, easy-to-use platform.

Identify real savings need for complex

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Submit your app or website for an in-depth user experience audit. Our team of senior designers will evaluate usability, performance, and identify critical bug fixes. You'll walk away with a list of actionable items so you can make improvements immediately.

Name *

Company *

URL/App name *


URL/App name

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A UX AUDIT THAT WILL ELEVATE YOUR USER EXPERIENCE


At Seamgen we work to seamlessly combine form and function, and we want to help you do the same. We strive to make a positive impact on your users and your business. Whether it be through the technology itself or by creating a beautiful interface with intuitive workflows.

Our team of senior-level designers and developers will take the time to carefully analyze your website or application and identify any room for improvement. From broken workflows to information hierarchy and final visual design, we'll pinpoint any areas of concern.




FIRST IMPRESSION

We'll provide tips on enhancing your UI to create a welcoming experience.



ARCHITECTURE

We'll analyze your app's navigation and workflows with usability as the main priority.



UAT

Our QA analyst will examine your app to ensure that all features behave as intended.


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Get The Guide To Intelligent Monetization

What it means - and why you should care! - Download It Free

In this guide you will learn:

- ✓ Future-proof your business with Intelligent Monetization
- ✓ Making the shift from Subscription to Usage-Based Pricing
- ✓ How to replace rigid operational systems to increase agility



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First name


Last name


Company name

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Discussion

Check-in History

Status History



GOAL



Expand Operations in South America
Jul 01, 2021 - Sep 30, 2021
Category: Revenue | Created: Dec 03, 2019

2 KEY RESULTS

Open Sales Office in Rio
100% | Milestone

Hit 2 AEs and 1 SDR
100% | Target: 100%

WEIGHTING

Improve Gross Margins
Jan 01, 2018 - Dec 31, 2018

Remove

ALIGNED TO

VIEW RESEARCH

ADDITIONAL RESULTS

Where should we send your Guide?

Email*
Please provide your business email address. Gmail, etc. will not be accepted due to high volume of inquiries.

First name*

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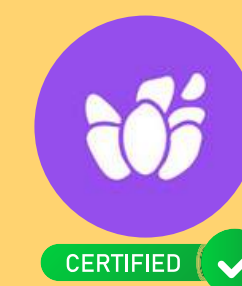
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+201111783096



Yheshamx@gmail.com



LinkedIn.com/yhesham



Alexandria, Egypt

