

Contact

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(LinkedIn)

growth4recruiters.com/ (Company)

Top Skills

Go-to-Market Strategy

Sales Automation

Recruitment Marketing

Certifications

EF SET English Certificate 78/100
(C2 Proficient)

Kawsar Alam

Helping recruitment & staffing agencies find their next client. I connect you with companies and hiring managers actively looking for candidates.

Sheffield, England, United Kingdom

Summary

If you run a recruitment or staffing agency, this is for you. Still relying on manual job-board trawling and inconsistent referrals to find your next client? You're leaving money on the table and running your business on hard mode. I build two distinct engines that plug directly into boutique agencies: 1) The Lead Engine (Your Daily Flow of New Business) This engine scans the entire market every single day and delivers a clean list of fresh, direct-from-employer job openings in your niche. It's designed to fill your pipeline with high-quality, transactional leads, today. 2) The Growth Engine (Your Strategic Market Dominance Platform) This engine provides the strategic leads and data you need to dominate your market. It monitors your "Dream 100" clients, alerts you to high-value opportunities like backfill roles and new leadership hires, and helps you win larger, more profitable accounts. What you actually get: # A daily list of qualified job orders from companies hiring now. # Direct contact info for the right hiring managers and decision-makers. # Outreach copy that gets replies and books meetings. # The market intelligence to become the go-to expert in your niche. # A fully done-for-you system that saves your team hours every day. If you're serious about ending the "feast or famine" cycle and building a predictable, scalable agency - I'll build the machine that makes it happen. Let's connect.

Experience

Growth4Recruiters

Founder

April 2025 - Present (8 months)

Sheffield, England, United Kingdom

At Growth4Recruiters, we help recruitment agencies win more retainers, fill roles 2× faster, and save 20+ hours a week — without adding headcount.

Our AI-powered recruitment operating system delivers:

- Live, pre-qualified job leads with hiring manager details everyday morning
- Automated job finding campaign to spot new opportunities before your competitors
- A list of backtracking roles and new hires company, so that you can offer Backfilling Role
- Passive talent sourcing that keeps your pipeline full
- AI interview automation to screen, shortlist, and schedule candidates

We're building something amazing for the recruitment world — designed to boost revenue, cut admin time, and give recruiters more time to focus on what matters most: closing deals and placing top talent.

Get in touch: hello@growth4recruiters.com

Ads & Digital

Owner

January 2024 - March 2025 (1 year 3 months)

Sheffield, England, United Kingdom

Sitel Group

Customer Support Manager

May 2021 - July 2022 (1 year 3 months)

Lisbon, Portugal

Customer Support Manager at Sitel Group (Airbnb Project)

As a Customer Support Manager at Sitel Group, I played a crucial role in delivering exceptional customer experiences for Airbnb, one of the world's leading hospitality platforms. Sitel Group, a global leader in customer experience management, partners with Fortune 500 companies to provide comprehensive customer care solutions.

Key Responsibilities:

- Oversaw daily operations of the customer service department, ensuring seamless support for Airbnb's global user base

- Managed and resolved escalated customer service complaints, maintaining Airbnb's high standards of guest and host satisfaction
 - Took ownership of complex client issues, following them through to successful resolution
- Maintained accurate records and documentation of customer service actions and discussions, contributing to continuous process improvement
- Responded promptly and accurately to guest and host queries through multiple channels, including support tickets and phone calls
 - Resolved guest and host claims in accordance with Airbnb's policies, balancing user satisfaction with company guidelines

Skills Developed:

- Leadership in a fast-paced, global customer service environment
- Problem-solving and conflict resolution in the hospitality sector
- Proficiency in customer relationship management (CRM) systems
- Cross-cultural communication and international customer service standards
- In-depth knowledge of Airbnb's platform, policies, and user experience

This role at Sitel Group, a company with over 170,000 employees worldwide and \$4 billion in annual revenue, provided me with valuable experience in managing customer experiences for a leading technology platform in the sharing economy.

Dataslices Inc.

9 years

Business Manager

February 2017 - December 2020 (3 years 11 months)

Dubai, United Arab Emirates

- Digital Advertising & Technical Marketing Solution Providing Company-
- I was responsible for maintaining and increasing the efficiency of the overall business. The below were part of my duties;
- Assessing and identifying new opportunities for growth in current and prospective markets.
 - Designing business strategies and plans to meet the company goals.
 - Working with the business development team to implement new strategies for the market & carry through the right marketing strategy.
 - Establishing the company's goals and objectives.
 - Assisting HR with Recruiting and training new employees when necessary
 - Performing regular employee evaluations to determine areas of improvement.

- Assisting finance & accounts in budget planning, reporting, and auditing. Oversee accounts payable and accounts receivable departments.
- Maintain relationships with partners/vendors/suppliers
- Ensure that the company has adequate and suitable resources to complete its activities (e.g. people, service provider, equipment, etc.)
- Building alliances and partnerships with other organizations.
- Resolve employee and client issues.
- Maintain a good working relationship with executives and other managers.
- Support employee communication with the management team.
- Ensuring all company activities adhere to legal guidelines and policies.
- Assessing overall company performance.

Business Development Manager

June 2015 - January 2017 (1 year 8 months)

Dubai, United Arab Emirates

- Digital Advertising & Technical Marketing Solution Providing Company-

I was responsible for developing a growth strategy focused both on financial gain and customer satisfaction for the company. The below were part of my duties

- Promote the company's products/services, addressing or predicting clients' objectives to new and existing customers
- Conduct research to identify new markets and customer needs
- Arrange business meetings with prospective clients
- Taking a brief from the client, providing consultation, and developing quotes, plans & proposals
- Keep records of sales, revenue, invoices, etc.
- Provide trustworthy feedback and after-sales support
- Build long-term relationships with new and existing customers
- Develop entry-level staff into valuable salespeople

I worked with direct client such as Emaar, Damac, Atlantis, MC Donald's, KFC, Western Union, Money Gram, Dubai Tourism, Emirates, Fly Dubai, Mercedes, Infiniti, Toyota, etc. and the agency client such as Initiative, Carat, Dentsu, Spark, Starcom, BPG (Bates pan Gulf), PHD, Mindshare etc.

Account Manager

January 2012 - May 2015 (3 years 5 months)

Dubai, United Arab Emirates

- Digital Advertising & Technical Marketing Solution Providing Company-

As an account manager, I was the point of contact for the company's assigned clients. I used to take their brief, provide consultation, and send them plans/proposals.

Looking after digital campaigns & preparing reports. Discuss the client's requirements with the relevant teams such as the technical, Creative, web Design & Development, and Direct Marketing teams, and provide a solution to the client's requirement.

Present business proposals, pitches, and quotations to the clients and negotiate time scales and budgets. Establish relationships with new clients and maintain and nurture business relationships with existing clients.

I worked on direct marketing campaigns for big local and international brands i.e. Emaar, Damac, Atlantis, MC Donald's, KFC, Western Union, Money Gram, Dubai Tourism, Emirates, Fly Dubai, Mercedes, Infiniti, Toyota, etc.

Wishboxx Media Group [Digital Printing Company]

Business Development Executive

January 2009 - December 2011 (3 years)

Dubai, United Arab Emirates

I was responsible for developing business for the company. Maintaining existing clients, approaching a new client. Introducing new products and services to new and existing clients. Conducting meetings with the clients periodically, educating and proposing the most relevant advertising tools and strategies.

Brand Options advertising

Graphic Designer

October 2007 - December 2008 (1 year 3 months)

Dubai, United Arab Emirates

I was responsible for creating the design layout of the local and international brands. The rule was to design a graphic from the scratch or to follow the brand's guidelines to make the artwork. I used to get in touch with the Brand's merchandiser to understand their design & campaign requirements. I was also responsible to print those graphics/artwork in Digital Print Machine. I worked on design layouts for many international brands i.e. Chanel, Gucci, Davidoff, CK, Dior, L'Occitane, etc.

Education

The Open University

Bachelor's degree, Bachelor of Business Studies · (September 2003 - August 2007)