NAHIYAN IBN ERSHAD

IELTS Instructor | Education Counselor | EdTech & Partnerships

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PROFESSIONAL SUMMARY

IELTS 7.5 scorer and British Council-certified UK Education Counselor with experience in online instruction, international student recruitment, strategic partnerships, and digital learning. Currently lead IELTS preparation for 30 learners. Combine a Computer Science background with AI-assisted instructional design, CRM operations, team leadership, and business development to create practical, learner-focused solutions.

CORE COMPETENCIES

Education: IELTS Academic & General Training, Curriculum Design, Online Teaching, Band Descriptor Assessment, Mock Testing, Student Counseling, UK Admissions, University Shortlisting.
Business: Strategic Partnerships, Stakeholder Management, Lead Generation, Sales Operations, CRM Management, Team Leadership, Student Recruitment, Process Optimization.
Technology: AI-Assisted Instructional Design, Microsoft Copilot, LearnWorlds, HubSpot CRM, n8n, Next.js, React, JavaScript, SEO.

PROFESSIONAL EXPERIENCE

Strategic Partnerships Manager **Dec 2025 – Nov 2026**
B'Tawfiq (Riyadh, KSA)

- Identify partnership opportunities, develop stakeholder pitches, and coordinate partner onboarding and relationship management.
- Align institutional collaborations with business objectives through cross-functional coordination and structured follow-ups.

IELTS Online Class Lead **2024 – Present**
YAS – Beyond Education (Online)

- Lead online IELTS preparation for 12 learners across Listening, Reading, Writing, and Speaking.
- Design diagnostic assessments, weekly curricula, mock tests, and personalized feedback using IELTS band descriptors.
- Develop AI-assisted learning materials and track learner progress to address individual performance gaps.

Counselor Team Lead & UGC Content Creator **Oct 2024 – Nov 2025**
Global Pathway Experts Ltd. (Dhaka, Bangladesh)

- Led international student counseling across UK, Australia, South Korea, and Malta, handling 50+ prospective student calls daily.
- Produced 30+ UGC video campaigns, contributing to reported conversion rates of up to 95%.
- Increased inbound lead capture by 90%, supporting CRM pipelines serving 1,000+ prospective students.
- Standardized workflows and operating procedures, reducing asset deployment errors by 50%.
- Trained counseling and customer support personnel and coordinated university applications, IELTS registrations, and student follow-ups.

Talent & Growth Lead **Jun 2022 – Jun 2024**
YouthBees, (Dhaka, Bangladesh)

- Expanded the mentor network by 70% and improved platform engagement by 40% through targeted outreach and data-informed campaigns.

Appointment Setter **Jan 2022 – Apr 2022**
Soleil Energy (Crofton, Maryland, USA)

- Executed high-volume outbound outreach for US solar programs, managing 1,000+ customer interactions per day.

ALL PROJECTS

YAS – Beyond Education Portfolio Website

- Founded and developed a digital education platform using Next.js and Three.js, integrating SEO, client dashboards, authentication, multi-currency service management, and n8n-powered AI automation.

EDUCATION & CERTIFICATIONS

B.Sc. Computer Science & Engineering – Independent University, Bangladesh 2024
Certifications: IELTS 7.5 (British Council) | UK Agent & Counselor (British Council) | AI-Powered Instructional Design (LearnWorlds) | AI Prompt Engineer (Microsoft Copilot) | Digital Marketing (HubSpot) | Java Fundamentals (Oracle Academy)
Achievement: First Runner-Up, Hult Prize
Publication: AI-Based Solutions for Software Engineering (2024)