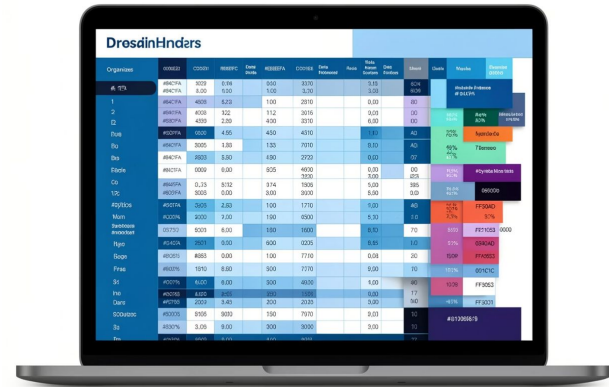


Project Overview

This project presents a structured web research sample created to collect and organize contact information for Arabic language schools and education providers in Dubai – built for real-world outreach and CRM use.



- **Researched Business Information**
Names, categories, and locations compiled from verified online sources
- **Clean Spreadsheet Format**
Ready for immediate use in Excel or Google Sheets

- **Organized Contact Details**
Emails, phone numbers, websites, and Instagram handles
- **Lead Status Tracking**
Built-in workflow labels for outreach and follow-up

Research Scope

The goal was to turn online research into a practical lead database — capturing every field that supports business development and outreach in a single, organized sheet.



Business Name

School or center name



Category

Language school, tutor, or center



Location

District or area in Dubai



Email

Verified contact address



Phone

Direct line or main number



Website

Official URL



Instagram

Social media profile link



Notes & Status

Key observations and lead stage

Spreadsheet Preview

A clean, structured layout with all key fields organized for immediate use. Below is a sample of the column structure used throughout the lead list.

N o.	Business Name	Location	Email	Phone	Website	Instagram	Status
1	Polyglot Language Institute	Dubai	info@Polygolt.com	+971 53211234	www.Polygol t.com	@polygl ot.ae	Not Contact ed
2	The English College – Arabic Dept	Dubai	info@theenglishcol lege.ae	+971 4 394 3465	theenglishc ollege.ae	Not available	Follow- Up
3	Emirates College of Technology	Abu Dhabi	info@ect.ac.ae	+971 2 553 0074	ect.ac.ae	@ect_ua e	Interest ed

Lead Status Tracking

The status column transforms a simple contact list into an active outreach tool. Each lead is labeled to guide the next action — making it easy for sales and business development teams to prioritize and follow up efficiently.

- ☐ Status labels can be customized to match any CRM workflow or outreach process.

Not Contacted

Lead identified, awaiting first outreach

Contacted

Initial message or email sent

Follow-Up Needed

Response pending, action required

Interested

Positive response, priority contact

Not Relevant

Does not match target criteria

No Response

Outreach sent, awaiting reply

Data Quality Process

Every lead goes through a structured quality workflow to ensure accuracy, consistency, and usability before delivery.

01

Online Research

Identifying schools, tutors, and centers across Dubai using verified directories and search platforms

02

Source Verification

Cross-checking websites, social profiles, and listings to confirm active, accurate information

03

Data Cleaning

Standardizing formats for emails, phone numbers, and URLs across all entries

04

Duplicate Checking

Removing redundant entries to maintain a clean, unique lead database

05

Status Organization

Assigning lead status labels to support immediate outreach and CRM integration

Business Value for Clients



A well-researched lead list eliminates hours of manual research and gives outreach teams a clear, actionable starting point.

Saves Research Time

Hours of web research delivered in one organized file

CRM-Ready Format

Structured data that integrates directly into outreach workflows

Faster Outreach

Teams can begin contacting leads immediately upon delivery

Easier Follow-Up

Status tracking keeps every lead organized and actionable

What This Project Delivers

A complete, client-ready lead database — researched, verified, and formatted for immediate use.

30

Researched Leads

Arabic language schools, tutors, and education centers in Dubai

9

Data Fields

Comprehensive contact and status columns per lead

6

Status Labels

Built-in workflow tracking for outreach teams

100%

Verified Sources

All data cross-checked for accuracy and relevance

_org	+971 4 397 9484	amideast.org/uae	@amideast	
table	Not publicly available	+971 4 288 8588	gulfmontessori.com	Not publicly available
table	Not publicly available	+971 4 288 9440	darmarefa.com	@darmarefa_school
table	Not publicly available	Not publicly available	noor.ae	@noordubai
table	Not publicly available	Not publicly available	arabexpod101.com	@arabexpod101
ae	+971 4 384 0000	khda.gov.ae	@khda_dubai	
table	Not publicly available	Not publicly available	Not publicly available	Not publicly available
table	Not publicly available	+971 4 288 4961	cambridgeinstituteofuae.com	Not publicly available
table	Not publicly available	Not publicly available	Not publicly available	Not publicly available
table	Not publicly available	Not publicly available	preply.com	@preply
table	Not publicly available	Not publicly available	italki.com	@italki
table	Not publicly available	Not publicly available	Not publicly available	Not publicly available
table	Not publicly available	Not publicly available	ect.ac.ae	@ect_uae
table	Not publicly available	Not publicly available	arabicforexpats.com	@arabicforexpats
table	Not publicly available	+971 4 384 3465	theenglishcollege.ae	Not publicly available
table	Not publicly available	Not publicly available	Not publicly available	Not publicly available

Email	Phone	Website	Instagram	
Not publicly available	+971 4 288 2888	emersonuae.com	@emersonuae	CF
Not publicly available	+971 4 288 8588	Not publicly available	@gulfmont	CF
Not publicly available	+971 4 288 9440	indigol.ae	Not publicly available	CF
Not publicly available	+971 4 288 3388	indigol.ae	@indigol	CF
Not publicly available	Not publicly available	Not publicly available	Not publicly available	CF
Not publicly available	+971 4 288 8588	garmoonuae.com	@garmoonuae	CF
Not publicly available	Not publicly available	Not publicly available	Not publicly available	CF
Not publicly available	Not publicly available	Not publicly available	Not publicly available	CF
Not publicly available	+971 4 288 4961	Not publicly available	@cambridgeuae	CF
Not publicly available	Not publicly available	Not publicly available	Not publicly available	CF
Not publicly available	+971 4 288 2888	indigol.ae	Not publicly available	CF
Not publicly available	+971 4 288 4961	cambridgeuae.com	@cambridgeuae	CF
Not publicly available	+971 4 288 6588	gulfmontessori.com	Not publicly available	CF
Not publicly available	+971 4 288 9440	darmarefa.com	@darmarefa_school	CF
Not publicly available	Not publicly available	Not publicly available	@noordubai	CF
Not publicly available	Not publicly available	arabexpod101.com	@arabexpod101	CF
khda.gov.ae	+971 4 384 0000	khda.gov.ae	@khda_dubai	CF
Not publicly available	Not publicly available	Not publicly available	Not publicly available	CF
Not publicly available	+971 4 288 4961	Not publicly available	Not publicly available	CF
Not publicly available	Not publicly available	Not publicly available	Not publicly available	CF
Not publicly available	Not publicly available	Not publicly available	Not publicly available	CF
Not publicly available	Not publicly available	Not publicly available	Not publicly available	CF

Deliverables include a clean Excel / Google Sheets layout with contact details, website and Instagram links, notes, and lead status — ready for outreach and follow-up.



Let's Work Together

This sample demonstrates the quality, structure, and attention to detail I bring to every web research and lead generation project. I'm ready to deliver similar results for your business.

Abdulrahman El-Saeed

Data Entry | Web Research |

Lead Generation

Available on Upwork

Open to lead list, data entry, and
web research projects

Ready to Start

Fast turnaround · Accurate data · Professional format