

EXPERIENCE

3LOQ Labs (Part of Bitkemy Ventures)

Position: VP Sales and Partnership

(March 2016 – Present)

Location: Hyderabad

- Currently helping the company with Strategy, Business Development, Customer Success and GTM.
 - Responsible for meeting P and L targets. Achieved an individual target of 1 million USD.
 - Responsible for Hunting and Farming. Creating a sustainable partnership ecosystem.
 - Handling SAAS sales cycle of contract negotiation, closing and presenting.
 - Educating organizations on how to use Cloud, ML/AI, IOT, Bot and Marketing technology to make customers successful and educating the partner organization on the value of 3LOQ services in order to build the pipeline.
 - Signed deal with banks, telcos, content, fintech, startups etc. (HDFC Bank, ICICI Bank, IndusInd Bank, Axis Bank, Kotak Bank, ET Money, Banco Pan Brazil, Mashreq Bank Dubai, NPCI India, IDFC First Bank, FAB Dubai, Vodafone, Airtel, Fego, Fireworks, Bharatbiotech, EY, Micromax, Hungama etc).
 - Individual contributor for our channel partner management. Responsible for developing and executing across all aspects of partner business, including channel programs.
 - Worked with partners like Finacle, TCS, TechMahindra, SparkBeyond, Pacteraedge, Plug and Play etc. to build solutions, capabilities and co-market 3LOQ services/solution. Manage multiyear strategic plan.
 - Track the success metrics, targets, go-to-market plans and communication strategies across inbound and outbound channels.
 - Developed sales methodology based on market requirement and competitive landscape.
 - Leading sales teams and collaborating with technology team in order to meet the client and partners expectations.
 - Responsible for marketing and sales budget.
 - Set up the investment strategy and pitched plan to potential investors

Prototyze Services – Incubator

Position: VP Business Development

(July 2015 – Mar 2016)

Location: Goa

- Prototyze is an incubator and building mobile technology centered businesses in multiple sectors such as Fintech, Mobile Fitness and Mobile based Corporate Training(Mobiefit, HandyTrain and Seynse)
- Helped the incubated SAAS and Consumer companies of the venture firm with Strategy, Business Development and GTM
 - Understand the business strategy and create digitization use case that create value for the customers and organization
 - Responsible for meeting P and L targets. Created a sustainable partnership ecosystem.
 - Handling sales cycle of contract negotiation, closing and presenting.
 - Helped the companies to partner with Upgrad, Uber, NIIT, Edvancer, Imarticus, Airtel Money.

Altix-3LOQ (Part of Bitkemy Ventures)
Position: VP Sales and Partnership

(Sept 2013 – June 2015)
Location: Bangalore

- Bitkemy is a seed stage venture capital fund and technology venture builder. Bitkemy has incubated technology startups (3LOQ Labs (AI) and Altix (IOT)) that have an outstanding potential to create a great end-consumer value.
- Responsible for Strategy, Business Development, Product Management and GTM
 - Launched MVP by leveraging the entire lifecycle of enterprise software product management.
 - Responsible for meeting P and L targets.
 - Creating a sustainable partnership ecosystem.
 - Handling sales cycle of contract negotiation, closing and presenting.

Lukup Media – Startup

(June 2013 – August 2013)
Location: Bangalore

Position: Marketing, Sales and Software Lead (Lifestyle and Automotive)

- Worked with different retail and content players to help launch an OTT platform in India.

Harman International

(May 2010 – June 2013)

Position: Marketing, Sales and Software Lead (Lifestyle and Automotive)

Location: Bangalore

- Developed use case for JBL Headphones and signed a 1 Million+ USD deal with Micromax India.
- Launched JBL first ecommerce website in India along with Oracle.
- Launched Digital and Social Media Marketing for JBL in India. Achieved an online sale of 100K+ USD.
- Developed use case for JBL Scholarship and signed a contract with AR Rahman's Institute in India.
- Worked onsite with Harman Automotive Team in Germany (one year) for automation and product release.

Qualcomm

(July 2007 – May 2010)

Position: Senior Engineer

Location: Hyderabad

- Managed and coordinated multi-phase software releases of Snapdragon 7K chip set for clients like LG, HTC.
- Acted as release engineer of several android and window phone customer releases for SEA market.
- Worked with MENA business development team for broadband market research

SAP Labs India

(June 2006 – July 2007)

Position: Quality Management Specialist

Location: Bangalore

- Coordinated delivery and shipment of SAP Support Packages and patches.
- Product Requirement Gathering and Testing for SAP NetWeaver.
- Automation of build infrastructure and internal production environment through script development

Infosys India

(October 2005 – May 2006)

Position: Software Trainee

Location: Mysore

- Product training, development, testing, and integration (Finacle Banking)

EDUCATION

Institute	Degree	Year	GPA
Jaypee Institute of Information Technology	BTech (ECE)	2001-2005	8.1/10