Pavan Kumar Teyari

Mobile: +91 8008884655

Email: [pavan.teyari@gmail.com](mailto:pavan.teyari@gmail.com)

Linkedin Profile: <https://www.linkedin.com/in/teyari/>

**SUMMARY**

12 Years of experience in the field of Business Development focusing on North America, India & Singapore region.

**Horizontal Focus:** CX, IoT, Data Analytics, AI & ML, Enterprise Mobility

**Vertical Focus:** Financial Services, Manufacturing, eCommerce, Sports, Technology

**Workshops:** Digital Strategy Consulting, Customer Experience Transformation, IoT Strategy

**WORK EXPERIENCE**

**Current Employer:** PurpleTalk India Private Limited ( [x]cube LABS) www.xcubelabs.com

**Designation:** Vice President, Business Development & Digital Transformation

December 2010 – Current

**About PurpleTalk/[x]cube LABS:**

Founded in 2008, PurpleTalk is a leader in digital innovation and strategy consulting with deep expertise in all things digital - Social, Mobile, Analytics, Cloud, wearables & IoT having delivered over 700 solutions across industries, won 25+ International awards, worked with 500+ clients & created value over $2.0 bn for our clients. PurpleTalk is also one of the first 12 agencies globally to be approved by Google as a Certified Developer Partner.

PurpleTalk offers its customers a variety of digital solutions which include among the following: [x]cube LABS, [x]cube GAMES, UpShot & Glider

**Responsibilities:**

Pavan has been working with multiple fortune 500 companies and SMEs on their Digital Transformation Journey.

Instrumental in coming up with strategies around Omni Channel Customer Experience, Enterprise Gamification and advising companies on building New Digital Products and solutions in the space of Enterprise Mobility, IoT, Blockchain, e-Commerce & robust internet scale solutions.

Adding new logos & mining existing accounts

**Horizontal Focus:** CX, IoT, Data Analytics, AI & ML, Enterprise Mobility

**Vertical Focus:** Financial Services, Manufacturing, eCommerce, Sports

Driving $3million individual target and $5million team target

**Managing following Clients:** Amway, Panini America, Gibraltar Industries, NanoLumens, DBS Bank, BlackShield Insurance, Asian Paints, Sharp Electronics, E\*Trade , Atari

* Part of Business Development & Digital transformation team for PurpleTalk handling North America, Europe & Singapore region
* Manage Sales & Inside Sales team in driving business across US, Singapore & India regions
* Put together methodologies and process for driving this Digital strategy consulting engagements
* Engage in new business development, Account/ program management, advice clients on business and technology transformation programs and help them in finding technology solutions to their business requirements.
* Drive Digital Strategy for PurpleTalk client’s
* Ideate and develop new use cases for PurpleTalk offerings in the space of IoT, Customer Experience Transformation
* Do competitor analysis, and redefine PurpleTalk market positioning for its UpShot product in the Finance, CPG, Retail & Sports vertical.
* Evaluate client products and advise them
* Do market research and put together competitor analysis reports
* Responsible to manage the client relationship and be a liaison between delivery and client teams
* Manages relationship with key stakeholders and highlights the company’s capabilities
* Provide customers with impact analyses and work estimations
* Coordinate, collaborate, and network with multiple internal and external stakeholders for business development pursuits
* Discuss with client regarding the requirements, analyses of specifications provided by customers on specific projects
* Analysis of requirement specifications, validation with customers to ensure that the company meets the technical requirements of the client projects
* Focus on requirements analyses, gathering, time estimates, preparing design documentation, design reviews

**EDUCATION**

**S P Jain School of Global Management** March 2019 to August 2020

Executive MBA

**Wigan & Leigh College, Hyderabad, India & Wigan, UK (Twinning Program)**

Post Graduate Diploma in Business Management (Marketing) August 2006 – June 2008

**Osmania University** June 2003 – April 2006

*Bachelor’s of Science (B.Sc.) in Biotechnology, Microbiology & Chemistry*

**Countries Visited on Business:** USA, Singapore, Europe, UAE

**Start Up Experience:**

**Co-Founder of GymPoint Studio Private Limited:**

GymPoint has two branches across the city in Gamepoint, fitness centers, Swimming Pool and also holds HomelyFit, a cloud kitchen serving fitness meals on subscription, doing an annual revenue of $150k.