

Contact

pansare.prashant@gmail.com

[www.linkedin.com/in/
prashantpansare](http://www.linkedin.com/in/prashantpansare) (LinkedIn)

Top Skills

Strategy

Start-ups

Integration

Prashant Pansare

3x Entrepreneur - Bootstrapping, Business Strategy, Growth and Customer Success in my veins. Angel Investor
Bengaluru

Summary

4x Entrepreneur, Problem Solver, and Go-getter. Have built multiple startups grounds up. I Love to hustle and find better means of doing things and scaling them.

Expert on bootstrapping, growth hacking, business growth (and Angel Investing)

Usually, the go-to man when things do not move or needs an innovative approach, be it engineering, product, customer service, Business, marketing or anything else required to meet business growth.

A firm believer of collaboration, building communities and collective learning.

Building Eagle10 Ventures to build more amazing founders in ecosystem.

Builder -

1. Eagle10 Ventures - Angel network of domain experts and corporate leaders

2 Medissist - helping you find the best treatment for any critical treatment

3..OnlinePrasad - E-com venture that gets your temple prasad (& other products) at your doorstep, get your Spiritual needs simplified.

4.Playerify - helping you find, challenge another competitive player. First sports platfrom that helped people to play more through relevant discoveries.

5. Startup Leadership Program India - accelerator driven by the community of founders

Earlier Corporate Life I was a strong hands-on technical leader working for various global products in Digital TV Space in India, China, and Europe.

Experience

Airmeet.com

Head of Business Operations and India Growth

March 2020 - Present (6 months)

Remote

Business | Growth | Customer Success | Whatever it takes

Heading India Growth, Business Operations, and Revenues

Eagle10 Ventures

Co-Founder

May 2017 - Present (3 years 4 months)

Bangalore

Identifying early-stage startups and helping them to grow 10x with our help. We also provide angel fund (up to 2 Cr) for investing in the startups from our angel group.

The angel investors from Eagle10 Ventures include serial entrepreneurs, Corporate senior management and domain experts who can support and mentor the startups for the execution.

Bolo Indya

Director Board Of Directors

August 2019 - Present (1 year 1 month)

Bangalore

Angel Investor and Investor Board of Directors at BoloIndya

Pi Beam Labs

Board Of Directors

April 2019 - Present (1 year 5 months)

Bengaluru Area, India

Investor Board of Director - working with founder closely to build the next innovation in last mile electric vehicles for Bharat

Zestl

Board Of Directors

January 2019 - Present (1 year 8 months)

Bengaluru Area, India

Atal Innovation Mission

Atal Innovation Mentor Of Change

February 2018 - Present (2 years 7 months)

India

Atal Innovation Mission (AIM) including Self-Employment and Talent Utilization (SETU) is Government of India's endeavor to promote a culture of innovation and entrepreneurship. Its objective is to serve as a platform for the promotion of world-class Innovation Hubs, Grand Challenges, Start-up businesses and other self-employment activities, particularly in technology driven areas.

Medissist

Co-Founder

April 2017 - September 2019 (2 years 6 months)

Bengaluru Area, India

Healthcare startup focusing on connecting patients to the right treatment - Medissist

Signity Software Solutions Pvt. Ltd.

Business and Product Strategy Advisor , Mentor

August 2017 - December 2017 (5 months)

Bangalore

Strategy Advisor and Mentor to ValueAppz - including Product, Business, Sales, Customer Success and more.

Startup Leadership Program

2 years

Director

May 2016 - April 2017 (1 year)

Bengaluru Area, India

I am responsible for execution, program management of India Operations.

Strategic Partnerships , Growth , Execution etc of Startup Leadership Program where we have 6 chapters with ~200 entrepreneurs undergoing SLP accelerator program.

Program Leader - Bangalore Chapter
May 2015 - April 2016 (1 year)

Leading Startup Leadership Program Bangalore for 2015-16 Year.
Responsible for end to end planning, execution of Bangalore SLP.

Ownership of

1. Marketing , Strategic Partnerships, Program Management
2. Selection of 2015-16 startups
3. Planning the year program
4. Execution of the Program

The year 2015-16 saw 33 startups graduate from SLP Bangalore, a 6 months accelerator program to mentor startups.

I was responsible for execution of the program. Following are key initiatives undertaken beyond execution

- Strategic partnership with Google, Amazon, IBM, Societe Generale, Drop Café, NASSCOM and more
- Biggest Demo day in history of SLP worldwide with over 40 investors' participation and sponsorship.
- First Program to raise funds for execution of Bangalore Demo day and first program chapter to be profitable.

Fellows spend six months in a rigorous cross-disciplinary entrepreneurial-CEO training program that combines

- * Mentoring from successful entrepreneurs
- * Extensive participation in active VC, corporate, and entrepreneur network
- * Coaching and professional development* fireside chats with entrepreneurs and VCs and
- * Focused skill-building workshops for entrepreneurs
- * and everything else to make founders learning kick-ass

Tapzo (formerly Helpchat)
AVP Strategic Partnerships
August 2016 - March 2017 (8 months)
Bangalore

Building strategic partnerships and alliances with key players to boost business growth for Tapzo.

Tapzo is an all in one app to get more things done: this could be anything - from recharging your phone to tech support, travel booking, holiday guidance, ordering groceries and food at your doorstep, helping you find the best deals & coupons and more. We've raised Rs.100 crore from Sequoia Capital and RuNet in May 2015.

Online Prasad

V.P. Strategy & Business , CoFounder

February 2015 - May 2016 (1 year 4 months)

Bangalore

Go to man for fixing things and Growth Hacking. My specialty is figuring out "how to" in case of new initiatives , new challenges and specially when things do not move.

Growth Hacking for various aspects involving Strategy, Business, Product , Marketing , Customer experience and Operations & Food , Drinks and Fun etc.

My role involved few, but limited to this, activities like

1 Strategies to increase business growth through new initiatives, partnerships and refining existing business.

2 Improving customer acquisition channels, new product lines and optimizing current service channels.

3 Improving Customer LTV by figuring out how to up-sale products and services. Increased LTV to surpass the customer acquisition costs via Pilgrimage Vertical Strategies

4 Converting Customer care team to Customer Happiness Agents.

I am Usually found giving improvement tips around and bringing smiles on coworkers and customers face in every possible situations.

P.S. I also coach people to yoga tricks , meditation and sometimes help them play better cricket and have fun.

Startup Leadership Program

Startup Leadership Program Fellow

September 2014 - February 2015 (6 months)

Bangalore

SLP is a highly selective 6-month program that attracts outstanding first-time and future Startup CEOs from diverse backgrounds with a history of achievement or expertise, and the potential to be a successful startup CEO.

Fellows spend six months in a rigorous cross-disciplinary entrepreneurial-CEO training program that combines

- * Mentoring from successful entrepreneurs
- * Extensive participation in active VC, corporate, and entrepreneur network
- * Coaching and professional development* fireside chats with entrepreneurs and VCs and
- * Focused skill-building workshops.

JustPlay Sports Technologies

Founder - Playerify.com

September 2012 - February 2015 (2 years 6 months)

Bangalore

Playerify is first sports platform which helps you to discover sports in locality.

Finalist in Two prestigious [and arguably the best] Startup Incubation Programs in India..

On mission to change the way sports are played and managed !!

The venture was founded and was active until March 2015. We are taking a little break to pump up firepower for relaunch later.

FirstRide.in

Resident Entrepreneur

November 2014 - January 2015 (3 months)

Bangalore

Worked with promising Startup FirstRide as Consultant Entrepreneur in following aspects

1. Product Strategy and Development of Critical features with CTO and me building product and fine tuning various aspects of it.
2. Operations Strategy and execution , Planning of Test Dive festival and other events planning for marketing and visibility
3. Working closely with founders in various aspects of startup to get stuff in order and learning from them about various aspects of startup execution !

NDS service Pay TV Technology

Senior Technical Leader and Team Manager

June 2010 - August 2012 (2 years 3 months)

Bengaluru Area, India , Shenzhen China | Chengdu , China | Beijing , China

End 2 End System Integration Leader for Key Customer(s) in China

Handled End2end System Integration and Delivery for HD Zapper Hybrid VOD
[Cable + IP] for several projects in China Market.

Involved in the Downloadable Conditional Access Development and E2E
Integration for Chinese Market.

Managing Multi-Cultural Team [India and China] for various customers.
Member in technical setup of China R&D Center and trainings of all upcoming
engineers

Technical initiation and ownership of the NDS revolutionary Evolution KIT for
Rapid Deployment of multi vendor STBs in china market.

PACE India

4 years 5 months

Software Project Leader / Software Team Leader

January 2009 - June 2010 (1 year 6 months)

Prashant is leading teams for key projects for largest European Cable
Operator.

Responsibilities include various project management and tracking activities as
well as technical leadership.

Prashant is also member of Quality Task Force which is defining various
Quality Processes for PACE India

Software Technical Leader

February 2006 - December 2008 (2 years 11 months)

Prashant's responsibilities included

- OpenTV Core 2.0 Middleware Adaptation Component Development
- OpenTV PVR middleware Adaptation component Development
- PVR Function Owner
- Network Package Integration
- Technical Leadership

- Member of Technical Interview Panel

Philips Consumer Electronics

Technical Leader

February 2006 - April 2008 (2 years 3 months)

Prashant's responsibilities included :

- BootStrapLoader Development for various projects, instrumental in getting the BSL testing activities automated
- Design and development of application upgrade through USB interface
- Design of first PVR loader
- Driver Support and Project Integration for key broadcaster in Brazil
- OpenTV Core 2.0 Middleware Adaptation Component Development
- OpenTV PVR middleware Adaptation component Development
- Conditional Access adaptation development/support.
- Contributions for process improvement

Tata Elxsi

Senior Software Engineer

September 2004 - February 2006 (1 year 6 months)

Worked as STB Driver's consultant for PACE UK

STB Drivers / MiddleWare [OpenTV Core m/w] consulting to PACE UK Office for various driver supports in STB projects

Primarily I worked on ST chipset with OpenTV Middleware.

Texas Instruments

Systems Design Engineer

July 2001 - February 2004 (2 years 8 months)

- DSP Algorithms ,C/Assembly Code Optimizations for 54x/6x DSPs
- Finger Print Sensor Driver Development on TI's 6x/54x/55x processors.
- Finger print recognition and matching algorithm

Education

Indian Institute of Management, Calcutta

EPGBM, Global Business Management · (2008 - 2010)

Savitribai Phule Pune University

Bachelor Of Engineering, Computer Science · (1997 - 2001)

Pune Institute of Computer Technology

B.E., Computer Science · (1997 - 2001)

Don Bosco High School Lonavla

HSC, Physics , Chemistry , Mathematics , Biology · (1995 - 1997)

Dr. B.N.Purandare Bahuvidh Vidyalaya Lonavla

SSC, English, Maths, science, marathi, hindi · (1995 - 1997)