Prathamesh Khamkar

Business Development Manager

Phone: 9870511143

Email: prathamesh.khamkar2908@gmail.com

Address: 506 Shree Guri Krupa Bldg, Bandar Pakhadi Rd, Kandivali West, Mumbai 400067.

Looking for a stimulating role where I can leverage my skills and knowledge to drive positive change and exceed organizational goals..

Personal Info

Gender : Male

DOB : 29.08.1984

Nationality : Indian

Experience

Senior Sales Executive
Global E Services Pvt Ltd　　　　　Mar 2009 – Oct 2010

• Own the entire sales process for the US market — from prospecting to closing deals. Conduct outbound calls and virtual meetings to engage with C-level executives and decision-makers. Identify new business opportunities through research, outreach, and networking. Manage a pipeline of qualified leads in CRM (e.g., Salesforce, HubSpot). Collaborate with marketing, product, and customer success teams to tailor solutions for client needs. Meet and exceed monthly/quarterly revenue and activity targets. Provide accurate sales forecasting and reporting to leadership.

Senior Sales Executive
Just Dial Global Pvt Ltd　　　　　Dec 2010 – Jun 2015

• Own the full sales cycle: lead generation, qualification, pitch, proposal, negotiation, and closing. Develop strategic partnerships with dealerships, automotive brands, and digital advertising platforms. Identify opportunities for new business and cross-sell/upsell within existing accounts. Meet and exceed monthly, quarterly, and annual sales targets. Provide market insights and customer feedback to influence product development. Manage Pipelines of Leas In CRM
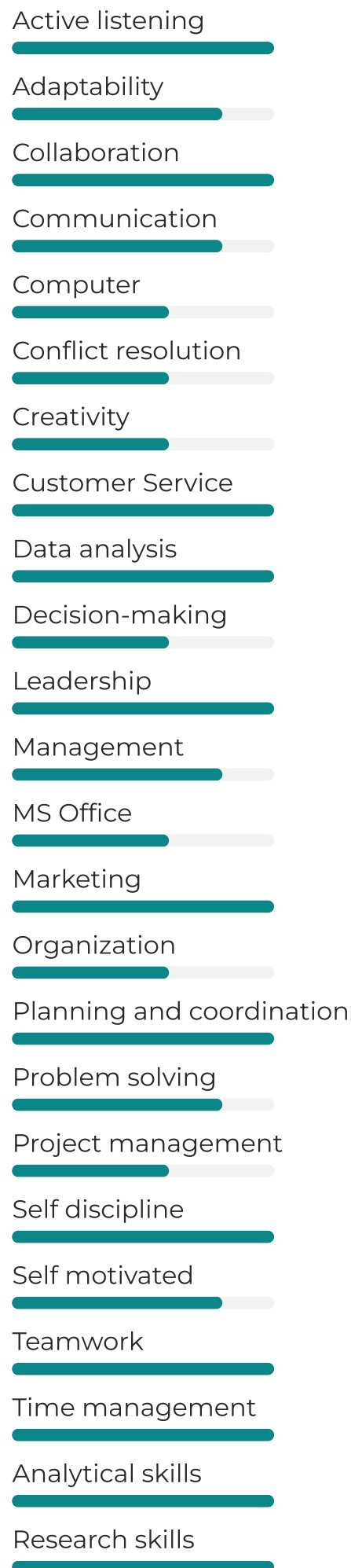
Sr Business Development Executive
Nuvolat Infotech Pvt Ltd　　　　　Jan 2018 – Jun 2020

• Client Acquisition & Relationship Management Identify and acquire new enterprise clients looking for private cloud solutions. Build and maintain long-term relationships with C-level executives and IT decision-makers. Market Research & Strategy Analyze market trends, customer needs, and competitor landscape in cloud computing. Help shape go-to-market strategies and prioritize verticals like healthcare, finance, or SaaS. Solution Selling Deeply understand the company's private cloud offering (IaaS, PaaS, hybrid cloud, virtualization, Disaster Recovery, Cloud Back Up, VDI, HCI) Work with technical teams to design customized solutions for clients. Partnership & Channel Development Develop and manage relationships with technology partners (e.g., VMware, Proxmox, Verge) Create alliances with MSPs, Rsellers, system integrators, VAR. Pipeline & Forecast Management Maintain and grow a pipeline using CRM tools (Salesforce, HubSpot, etc.).

Relationship Manager
Virtual Outsource Technology

Sept 2020 – Apr 2021

• Market Research & Targeting Identify potential clients based on industry trends, pain points, and company profiles. Analyze competitors and market gaps to target niche opportunities. Use tools like LinkedIn Sales Navigator, ZoomInfo, and industry databases to map out decision-makers. Outbound Prospecting Run targeted outreach campaigns via email, LinkedIn, cold calling, and webinars. Craft tailored value propositions addressing IT challenges (e.g., cloud migration, app development, cybersecurity). Create and manage sequences (automated and manual) to warm up prospects.

Sr Business Development Executive
Livewire Cloud

Apr 2021 – May 2024

• Client Acquisition & Relationship Management Identify and acquire new enterprise clients looking for private cloud solutions. Build and maintain long-term relationships with C-level executives and IT decision-makers. Market Research & Strategy Analyze market trends, customer needs, and competitor landscape in cloud computing. Help shape go-to-market strategies and prioritize verticals like healthcare, finance, or SaaS. Solution Selling Deeply understand the company's private cloud offering (IaaS, PaaS, hybrid cloud, virtualization, Disaster Recovery, Cloud Back Up, VDI, HCI) Work with technical teams to design customized solutions for clients. Partnership & Channel Development Develop and manage relationships with technology partners (e.g., VMware, Proxmox, Verge) Create alliances with MSPs, Rsellers, system integrators, VAR. Pipeline & Forecast Management Maintain and grow a pipeline using CRM tools (Salesforce, HubSpot, etc.).

Sr Business Development Executive
DealMyTime

Jun 2024 – CONTINUE

• Identify, pursue, and close new business opportunities for Cisco IT solutions across enterprise and mid-market clients. Develop and maintain relationships with key decision-makers, IT stakeholders, and channel partners. Understand client needs and recommend tailored Cisco technologies and solutions. Work closely with Cisco account managers, distributors, and system integrators to drive sales growth. Prepare and deliver compelling sales presentations, proposals, and product demos. Meet or exceed assigned sales targets and KPIs. Maintain up-to-date knowledge of Cisco products, competitive landscape, and industry trends. Collaborate with pre-sales, technical, and marketing teams to ensure client satisfaction and solution alignments.

Education

St Joseph's High School
SSC

Jun 1988 – Mar 2001

Achievement

Projects
• Led Cloud Migration Strategy For 20+ Enterprise and Mid Clients from On Prem to Private Cloud and From Public Cloud to Private Cloud.

Training
• Trained And Mentored New Hires in Value Based Selling for IaaS, HCI and Managed Cloud Services.

Skills

Active listening

Adaptability

Collaboration

Communication

Computer

Conflict resolution

Creativity

Customer Service

Data analysis

Decision-making

Leadership

Management

MS Office

Marketing

Organization

Planning and coordination

Problem solving

Project management

Self discipline

Self motivated

Teamwork

Time management

Analytical skills

Research skills

Language

English

Hindi

Marathi

Gujarati

Interests

Cricket

Vlog

Camping

Blogging

Sports

Swimming

Travel

Signature