



Prashant Kumar

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Summary

Business, Sales, and Strategy leader with 10 years of proven experience scaling and commercializing AI-enabled solutions across Indian and global markets. Delivered \$11M+ projects. Adept at business development, GTM, strategy, sales, marketing, P&L, product and project management, and cross-functional team leadership — accelerating revenue, profitability, and strategic outcomes.

Professional Experience

AVP - Strategy and Business Development | A-1 Fence Products Co. Pvt Ltd | Mumbai - Bengaluru

- Reported directly to the Managing Director (Founder's Office). Led business development and strategic growth initiatives across India and international markets for the Integrated Security Solutions portfolio with the goal to expand market presence in 4 key global regions including India, MiddleEast, Southeast Asia and USA.
- Led engagements across the data centre ecosystem, including hyperscalers (Microsoft – Key account), developers (2 Key accounts - CapitaLand, Digital Connexion), and design consultants (2 Key accounts - Arup, Aecom), to understand upcoming requirements and influence early-stage solution specifications for future opportunities.
- Partnered with Marketing team to design and execute vertical targeted outreach campaigns (email, Google Ads, Facebook) while leading Distributor-side discussions with global OEM partners (Eryma, Sintela) to sharpen value propositions.

DGM Sales and Business Development | Future Fibre Technologies | Gurugram

- Spearheaded business development & sales operations across India, overseeing a portfolio of over 50 clients across various industry verticals. Expanded distribution network by over 100%, partnering with 30+ partners nationwide, collaborated with partners to penetrate new & less explored verticals like datacentres, renewables.
- Secured two major new clients in the Defense vertical (\$300k realised revenue) and Oil & Gas (\$120k realised revenue) and establishing a sales pipeline of \$5mn over the next five years.
- Successfully delivered three key projects in the Oil & Gas segment (PIL, GAIL, GSPL), providing an AI enabled integrated technology solution for smart and digital monitoring of oil & gas assets, generating realised revenue exceeding \$300k.

Regional Sales Manager-South India | Future Fibre Technologies | Bengaluru

- Managed strategic channel partners & distributor in South India. Developed a growth-oriented sales pipeline targeting an additional \$5M in revenue within the next two years, representing a 40% increase over the previous project.
- Successfully acquired the Indian Navy as a new defense customer, contributing \$300k in realised revenue during the year.
- Successfully managed and delivered an Annual Maintenance Contract (AMC) generating realized revenue of USD 150K, ensuring contractual compliance, service excellence, and customer satisfaction.

Manager Presales & Solutions - India | Future Fibre Technologies | Gurugram

- Served as primary liaison with SFO Technologies on Indian Army's NFS project under Make in India initiative, led technology transfer, resulting in 40x (4000%) increase in annual system manufacturing output through domestic production.
- Developed the strategic plan that guided SFO Technologies through a successful Proof-of-Concept, securing an \$11M contract in realised revenue, a 10x increase (1000%) from the India region.
- Led the development and implementation of a first of its kind AI-enabled Proof of Concept (PoC) for a solution detecting faulty conveyor rollers, demonstrating predictive maintenance capability for industrial operations.

Assistant Manager - Presales & Technical Support - India | Future Fibre Technologies | Gurugram

- Led 10 channel partner teams in conducting multiple Proof of Concepts PoCs and defining A.I enabled multi-layer smart security system requirements for a large-scale project (IPSS) for Indian Air Force (IAF) – 23 airbases. Developed comprehensive technical and pricing strategies, generating project award and realized revenue exceeding \$3M.
- Enabled AI/ML development and integration into enterprise security solutions by providing critical data inputs to the R&D team, enhancing solution capabilities and driving significantly higher solution adoption across critical verticals.
- Oversaw, trained & supervised a team of over 100 engineers and sales managers across 20+ Channel partners; Implemented strategies to reduce customer response time by over 100%, decrease channel partner operating costs by 25% and significantly boost company revenue by over 200%.
- Collaborated strategically with 10 channel partners to enter new markets, securing seven contracts generating \$1M+ of realised revenue in major Oil & Gas companies (GSPL, HPCL, IOCL, MRPL) and Power companies (TPDDL).

Technical Support Engineer - India | Future Fibre Technologies | Gurugram

- Completed rigorous product and sales training at Melbourne headquarters. Served as primary technical and business development contact for India.
- Spearheaded key account engagement with 10 channel partners for a strategic multi-layered security solution project with BSF, successfully delivering multiple Proofs of Concept (PoCs) and generating USD 1M in realized revenue through solution deployment, maintenance and backup system provisioning for redundancy coverage.
- Led five customer Proofs of Concept (PoCs) across industry verticals (Defense, Government, Enterprise, Oil & Gas, Power), achieving a 100% customer acceptance rate and creating a qualified opportunity pipeline with an estimated value of USD 10M over the next five years.

Education

B.Tech (Metallurgical Engineering) – Indian Institute of Technology (IIT) BHU Varanasi

Accomplishments and Awards

- Rapid Multi-Level Career Progression: Promoted four times within eight years, progressing from Tech Support Engineer to Assistant Manager, Manager – Presales, and ultimately DGM, Sales & Business Development - India.
- Led mission critical A.I projects execution for clientele including Indian Airforce (\$3M), Indian Army (\$11M).
- Awarded the IOCL Merit-based Scholarship for four consecutive academic years at IIT-BHU.
- Selected and invited to deliver an oral paper presentation in the Advanced Materials and Emergent Technology category at the Materials Science & Technology Conference (MS&T'14 USA), held in Pittsburgh, Pennsylvania, USA.
- Awarded 1st Prize among 200+ research scholars for Oral Paper Presentation in the Advanced Materials & Emerging Technology category at the national level BTDD conference, organized by National Metallurgical Laboratory.

License & Certifications

- Statistics and Accounting, IIM Ahmedabad
- Business Writing, University of Colorado

Co/Extra-curricular

- **Sports:** Vice Captain PGPX Cricket Team – IIM Ahmedabad
- **Event Organizer:** Coordinated the successful organization of Annual Techno-Management Festival Technex at IIT BHU.