



Prashant Kumar

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Summary

Business Strategy, GTM & Growth leader with 10 years of experience building and commercialising technology and AI/ML enabled solutions across India and international markets. Career progression spans solutions, presales, sales, business development, marketing, product, growth and strategy, with experience across defence, data centres, government, aviation, IT, energy and industrial sectors. Delivered strategic pursuits and projects of \$20M+ through market development, solution positioning, ecosystem engagement, channel growth and cross-functional execution.

Professional Experience

AVP - Strategy & Business Development | A-1 Fence Products Co. Pvt Ltd | Mumbai-Bengaluru Jul 24-Nov 25

- Worked with the Managing Director / Founder's Office to drive strategy, growth and business development for the Integrated Security Solutions portfolio across India and international markets, with a focus on building presence across India, the Middle East, Southeast Asia and the USA.
- Built relationships across the data-centre ecosystem—including hyperscalers, developers and design consultants—to understand upcoming requirements, shape early-stage solution conversations, position the portfolio for future opportunities, growing the key account portfolio by 100% (5 accounts added).
- Partnered with Marketing on vertical-focused outreach and engaged global OEM / distributor partners to sharpen value propositions and strengthen market positioning.

DGM – Sales and Business Development, India | Future Fibre Technologies | Gurugram Jul 23–Jun 24

- Led business development and sales operations across India, managing a portfolio of 50+ clients across multiple industry verticals; expanded the distribution network by 100%+ through 30+ partners and opened new opportunities in data centres and renewables.
- Won new Defence and Oil & Gas clients, generating \$420K in realised revenue and building a \$5M multi-year opportunity pipeline.
- Delivered three Oil & Gas projects for PIL, GAIL and GSPL, commercialising AI-enabled integrated monitoring solutions and generating \$300K+ in realised revenue.

Regional Sales Manager – South India | Future Fibre Technologies | Bengaluru. Mar 23–Jun 23

- Managed strategic channel partners and distributors across South India; built a growth pipeline targeting an additional \$5M in revenue over two years.
- Won the Indian Navy as a new Defence customer, contributing \$300K in realised revenue.
- Managed and delivered an Annual Maintenance Contract generating \$150K in realised revenue while ensuring contractual compliance and customer satisfaction.

Manager – Presales & Solutions, India | Future Fibre Technologies | Gurugram Oct 21–Feb 23

- Served as the primary liaison with SFO Technologies on the Indian Army's NFS project under the Make in India initiative; led technology transfer that increased annual system manufacturing output 40x (4000%) through domestic production.
- Developed the strategic plan and Proof-of-Concept approach securing an \$11M contract win (10x) for the India region.
- Led a first-of-its-kind AI-enabled Proof of Concept for predictive maintenance, demonstrating detection of faulty conveyor rollers for industrial operations.

Assistant Manager–Presales & Technical Support India | Future Fibre Technologies | Gurugram Oct 17–Sep 21

- Led 10 channel-partner teams through multiple Proofs of Concept and solution definition for the Indian Air Force's 23-airbase IPSS project; developed technical and pricing strategies contributing to a \$3M+ project award.
- 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.
- Trained and supervised 100+ engineers and sales managers across 20+ channel partners; improved operating responsiveness and reduced partner operating costs by 25%.
- Worked with 10 channel partners to enter new markets, securing seven contracts worth \$1M+ in realised revenue across Oil & Gas and Power customers.

Technical Support Engineer, India | Future Fibre Technologies | Gurugram Jul 15– Sep 17

- Completed product and sales training at the Melbourne headquarters and served as a primary technical and business-development contact for India.
- Led key-account engagement with 10 channel partners on a multi-layered security solution for BSF, generating \$1M in realised revenue through solution deployment, maintenance and redundancy coverage.
- Led five customer Proofs of Concept across Defence, Government, Enterprise, Oil & Gas and Power; achieved 100% customer acceptance and built a qualified opportunity pipeline estimated at \$10M over five years.

Education

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

Accomplishments and Awards

- Rapid multi-level progression: promoted four times within eight years, progressing from Technical Support Engineer to Assistant Manager, Manager – Presales and DGM – Sales & Business Development.
- Led mission-critical technology programmes for the Indian Air Force (\$3M+) and Indian Army (\$11M contract).
- IOCL Merit-based Scholarship recipient for four consecutive academic years at IIT-BHU.
- Selected to present an oral paper in Advanced Materials & Emerging Technology at MS&T'14 USA, TMS'15 USA.
- Awarded 1st Prize among 200+ research scholars for oral paper presentation in Advanced Materials & Emerging Technology at the national-level BTDD conference.

Additional Learning

- KPMG Lean Six Sigma Green Belt
- Statistics and Accounting – IIM Ahmedabad
- Business Writing – University of Colorado

Co/Extra-curricular

- Cell Head – Placements, Niche-Marketing Club, IIM Ahmedabad
- Vice-Captain – PGPX Cricket Team, IIM Ahmedabad
- Event Organizer – IIT BHU Technex, annual techno-management festival