Sachin Kamte

Revenue & GTM Executive | Strategic Marketing | Enterprise Business Development

Bengaluru, India. Open to senior executive roles and to fractional and advisory engagements. To make contact, please use the enquiry form at sachinkamte.com (Executive Opportunities route).

PROFESSIONAL PROFILE

Revenue and go-to-market leader with 20+ years of experience across strategic marketing, enterprise business development and commercial growth in B2B markets. Works across the commercial lifecycle: identifying market opportunity, shaping positioning, building demand, engaging enterprise stakeholders and aligning marketing, sales and CRM around measurable pipeline and revenue priorities. Combines leadership-level planning with hands-on execution, with experience across India, the Middle East, North America and Europe. 500+ projects across 15+ industries over the career.

TARGET ROLES

Chief Revenue Officer, Chief Growth Officer, CMO, VP or Head of Marketing, Revenue / GTM leadership, Enterprise Business Development lead. These are roles of interest, not past titles. Fractional CMO, GTM advisory and project-based mandates are also available.

SELECTED OUTCOMES (REPORTED; SEE SCOPE NOTES)

- **USD 3.3M** enterprise revenue contribution while leading business development with a 20-person team. This is company revenue to which I contributed; it is not personal earnings.
- **USD 180K** single enterprise deal closed through targeted cold outreach. One deal; not a typical or guaranteed result.
- **1,022%** qualified-pipeline growth in one client engagement, and **82%** year-on-year revenue growth in a CRM transformation engagement. Engagement outcomes delivered with the client team; not personal revenue.
- **360%** year-on-year growth in course sign-ups and **82%** growth in qualified appointments in a digital marketing leadership role. These are two separate measures.
- **FinTech platform:** monthly organic users grew from 7M to 11M and conversion from 0.75% to 1.2%.
- **Enterprise learning engagement:** 350+ B2B leads in 90 days, from approximately 75,000 decision-maker contacts researched. **Construction ERP:** 72 qualified leads in two months from an addressable market of about 2,000 firms. **US market entry:** 50 leads in 90 days; two deals followed in the next three months and the engagement was renewed.
- Proprietary B2B network of 1.75M+ records (India 500,000+, Middle East 275,000+, USA/UK/Canada/Europe 1,000,000+): a research and account-identification asset. Not every record is verified, current, deliverable or consented, and no contacts are guaranteed.

PROFESSIONAL EXPERIENCE

Manager – Business Development & Marketing

Acquisory Consulting LLP | May 2026 to present

- Lead business development and marketing across M&A, financial due diligence, valuation and transaction advisory in India and Dubai.
- Develop CXO-level pipeline, support mandate development, and strengthen brand and thought leadership.
- Mandate and client details are confidential and are not listed.

Fractional CMO & Revenue Growth Consultant

Independent practice | Jul 2020 to May 2026

- Six-year embedded consulting practice for growth-stage and enterprise clients across FinTech, BFSI, real estate, IT services, cybersecurity, FMCG, EdTech and AI.
- Worked across revenue and GTM strategy, marketing leadership, demand generation, CRM and advisory. This is an independent practice, not employment; advisory work (direction and plans) is distinguished from execution (hands-on delivery) in each engagement.
- Engagements include enterprise demand generation, US market entry, construction ERP pipeline building and CRM-technology go-to-market. See the case studies on the website.

Head of Digital Marketing
Vinsys IT Services | Nov 2018 to Jun 2020

- Built and led a 10-person team and supported enterprise expansion across India and the Middle East.

Head of Business Development & Digital Marketing
MetricFox (Champions Group) | Mar 2016 to Oct 2018

- Led a 20-person business development and marketing team.
- Conducted 350+ CXO conversations over 90 days.

Business Development & Growth Consultant
Independent practice | Jan 2012 to Feb 2016

- Delivered demand-generation, GTM and business-development programmes for client organisations across IT services, SaaS and FMCG. These were client projects, not employment.
- Built international pipeline experience across the USA, UK, Canada and Europe.

Associate Development Manager
Span Global Services | 2006 to 2012

- Contributed to international client acquisition and account development across the USA, Canada, UK and Europe.
- Helped open the UK market and establish a healthcare vertical.

LEADERSHIP CAPABILITIES

Revenue and GTM strategy | Strategic marketing leadership | Enterprise business development and key accounts | International market development | Strategic partnerships and executive engagement | Demand generation and ABM | Team leadership and cross-functional alignment | CRM, marketing operations and performance governance | AI-enabled workflows with human review and data governance.

INDUSTRY AND MARKET EXPERIENCE

Primary: technology and IT services, SaaS and enterprise software, cybersecurity, AI and technology, FinTech and BFSI. **Additional or cross-sector exposure:** real estate, construction technology and ERP, EdTech and corporate learning, healthcare, FMCG and food, logistics and supply chain, travel and hospitality, B2B professional services, manufacturing and deep technology. **Markets:** India, the Middle East, North America and Europe. This describes market work, not residence or a physical presence in each country.

Figures are drawn from supplied resume and project materials and are reported, not independently audited. Client names are withheld under confidentiality. ₹160 Cr+ in business and deal exposure across career engagements is exposure, not revenue personally generated.