SACHIN SHEKHAR KAMTE

REVENUE & GTM GROWTH STRATEGIST | FRACTIONAL CMO | ENTERPRISE BUSINESS DEVELOPMENT

TURNING STRATEGY INTO MEASURABLE BUSINESS GROWTH

I work at the intersection of strategic marketing, go-to-market execution and enterprise business development. I help organisations clarify where to compete, sharpen how they are positioned, reach the right decision-makers and build stronger commercial pipelines. My approach connects strategy with execution and keeps the focus on business outcomes—not marketing activity in isolation.

20+ years of experience • 500+ projects • 15+ industries • India and international markets

USD 3.3M	USD 180K	1,022%	1.75M+
Enterprise revenue contribution at MetricFox	Single deal closed through cold outreach	Qualified pipeline growth in one engagement	Records in proprietary B2B network

WHAT I HELP ORGANISATIONS DO

• **Build a revenue and GTM strategy** — connect market opportunity, ICP, positioning, demand generation, sales execution and measurement.

• **Strengthen strategic marketing** — align brand, demand, digital channels, content and marketing investment with commercial priorities.

• **Develop enterprise pipelines** — define target accounts, reach senior decision-makers and create structured opportunities across complex B2B markets.

• **Expand into new markets** — identify priority segments, establish routes to market and build focused international acquisition programmes.

• **Improve commercial alignment** — connect marketing, sales, CRM, teams and leadership around shared pipeline and revenue objectives.

CORE CAPABILITIES

Revenue & GTM Strategy
Market/customer analysis • ICP and segmentation • Value proposition • GTM planning • Pipeline architecture • KPI frameworks

Strategic Marketing & Fractional CMO
Marketing leadership • Brand positioning • Demand generation • Performance oversight • Content/thought leadership • ROI governance

Enterprise Business Development
Strategic account development • CXO engagement • B2B prospecting • Sales enablement • CRM alignment • International market entry

Growth Operations & AI
Data-led growth • CRM transformation • AI-enabled marketing • AEO/GEO • Team leadership • Commercial measurement

SELECTED COMMERCIAL OUTCOMES

Enterprise pipeline: 1,022% qualified-pipeline growth and 82% year-on-year revenue growth in a CRM transformation engagement.

Enterprise demand generation: 350+ B2B leads in 90 days; approximately 75,000 decision-maker contacts researched for an enterprise training campaign.

Precision ERP acquisition: 72 qualified leads over two months from an addressable market of approximately 2,000 construction-sector companies.

Organic acquisition: FinTech platform: monthly organic users increased from 7M to 11M; conversion increased from 0.75% to 1.2%.

PROFESSIONAL EXPERIENCE

Acquisory Consulting LLP | Manager — BD & Marketing | May 2026–Present

Leading business development and marketing across M&A, financial due diligence, valuation and transaction advisory; developing CXO-level pipeline, supporting mandate development and strengthening brand and thought leadership across India and Dubai.

Independent Practice | Fractional CMO & Revenue Growth Consultant | Jul 2020–May 2026

Six-year embedded consulting practice serving growth-stage and enterprise clients across FinTech, BFSI, real estate, IT services, cybersecurity, FMCG, EdTech and AI. Worked across strategy, revenue growth, marketing leadership and advisory.

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

Drove reported 360% year-on-year growth in course signups and 82% growth in qualified appointments; built and led a 10-person team and supported enterprise expansion across India and the Middle East.

MetricFox (Champions Group) | Head of BD & Digital Marketing | Mar 2016–Oct 2018

Contributed directly to USD 3.3M in enterprise revenue; closed a USD 180K deal through cold outreach; conducted 350+ CXO conversations in 90 days and led a 20-person BD and marketing team.

Independent BD & Growth Consultant | Jan 2012–Feb 2016

Delivered demand-generation, GTM and business-development programmes across IT services, SaaS and FMCG; built international pipeline experience across the USA, UK, Canada and Europe.

Span Global Services | Associate Development Manager | 2006–2012

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.

INDUSTRY EXPERIENCE & MARKET REACH

Technology and IT services • SaaS and enterprise software • Cybersecurity • AI and technology • FinTech and BFSI • Real estate • FMCG and food • EdTech and corporate training • Healthcare • ERP • Logistics and supply chain • Travel and hospitality • B2B professional services • Manufacturing and deep technology.

Proprietary B2B network: 1.75M+ records reported across India (500,000+), Middle East (275,000+) and USA/UK/Canada/Europe (1,000,000+). The network is a capability and market-research asset; availability and use are subject to applicable permissions and data-protection requirements.

ENGAGEMENT MODELS

- Fractional CMO / senior marketing leadership
- Revenue and GTM strategy advisory
- Enterprise business-development and pipeline programmes
- Market-entry and international growth projects
- Defined commercial transformation and growth engagements

LET’S DISCUSS A GROWTH MANDATE

For organisations looking to sharpen their GTM strategy, strengthen marketing leadership, develop enterprise opportunities or accelerate commercial growth.

To discuss a potential engagement, please use the enquiry form on **sachinkamte.com**. Share a brief description of your business objectives and the support you are looking for.

Figures and outcomes are drawn from supplied resume and project materials and are presented as reported, not independently audited. ■160 Cr+ is business/deal exposure associated with a food-platform sourcing client, not revenue personally generated. Individual contribution varies by engagement.