

Pranav Divakar.G



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Education

- 2011 - 2014** **Bachelor of Business Management (BBM)**
Acharya Institute of Graduate Studies, Bangalore
- 2009-2011** **Pre-University**
Acharya Independent Pre-university College, Bangalore
- Schooling**
- 1998-2009** Widia Poorna Prajna School, Bangalore

Leadership Activities and Awards

- 2017 -** Led **GTM strategy & execution** for Locus to venture into USA & South East Asia.
Increased International lead generation by 800% in 7 months.
- 2016 - 2017** As an Account manager, increased the **revenue growth by 400%** from 11 accounts.
- 2015** Built **4 Side-Projects** in 6 months all driven towards the community at large
- 2015** Ran the **Dell Campus Ambassador Program** involving 50 colleges and universities across INDIA.
- 2015** Organized 3 **Hack-a-thons**, Live Streamed the INK Conference across 15 colleges.
- 2014 - 2015** Selected as a **Startup Leadership Fellow & Program Lead** in 2014 & 2015 respectively.
- 2014** Organized **TEDxYouth@Shantinagar**, one of a kind TEDx Youth Conference in Bangalore, India and built partnerships with brands.
- 2014** Cohort in **Massachusetts Institute of Technology- Global Start-up Labs**, 2014, Selected as the Top 25 from over 458+ applicants.
- 2008-2012** Played **International Tennis tournaments** representing India while also playing for Karnataka State in University, State & National tournaments.

Work Experience

- 2017 -** **Head of International Marketing**
Locus.sh, North America & South East Asia
Strategized & executed the Go-To Market for North America & South East Asia
Built a team to help with execution that contributed \$1Mn to sales pipeline in 2018.
Increased International lead generation by 800% in 7 months.
Key initiatives - Gartner Partnership, Webinars, Website revamp, Supply Chain Meetups, Top Tier Validations, Content Strategy, Conferences & ABM Campaigns.
- 2016 - 2017** **Customer Success Manager**
Locus.sh
Handled 10+ accounts & grew revenue by 400% in 10 months.
First member of the Change management that helps clients go from pilot to production.
- 2014 - 2015** **Youth Outreach Programs Manager**
INKtalks , Dell Campassador Program
Ran Dell Campus Ambassador Program with 50 colleges across India.
INK Makers Program, INK Live 2015 – Ideating, Planning & Executing Make-a-thon's.
- 2014 - 2016** **Startup Leadership Program**
Program Leader & Fellow – Bangalore Chapter
My role was to monitor the progress of the Bangalore chapter and to manage relationships with partners, speakers, sponsors, angels and VCs.
- 2014 -2015** **Co-Founder – Business Head**
EmpowerD - Spoonful Assistive Feeder
Played a key role in market research and was the front face of the company while pitching in competitions and also while building partnership with NGO's.
- 2012** **Founder, CEO**
Party Mantra – Event management company
Founded during the 1st of under graduation, Responsible for catering to various events & manpower requirements

Fun side of me

I always try and think 'out of the bulb'! Enjoy doing things out of my comfort zone that are challenging. I'm an adventure freak and a hard-core sport lover, Love exploring new countries every year. Back packed & did a solo trip across Indonesia for a month, looking to climb Mt. Everest in a few years, will explore Spain (La-Tomatina & the Pamplona Bull festival) in 2019!

Pranav Divakar