

Amar Dixit

+91 9956369469 | Amar.Dixit25Ex@dmsiitd.org | Hauz Khas, New Delhi | www.linkedin.com/in/amar-dixit

Summary

An aspiring leader in the venture capital landscape, is actively honing his skills through an Executive MBA program at IIT Delhi. Leveraging his technology and business development background, he possesses a keen eye for spotting innovative startups with high growth potential. With a track record in deal sourcing, strategic partnerships, and launching AI ventures, Amar offers valuable insights into market trends and emerging technologies, essential for making informed investment decisions in the competitive VC space.

Skills

- Strategic Planning
- Administrative Management
- Financial Modeling
- Raising Capital
- Business Development
- Developing partnerships
- Campaign Development
- Channel Development
- Cold calling abilities
- Networking expertise
- Marketing strategy
- Lead Generation
- Business Planning
- Go-to-Market Strategies

Experience

PanScience Innovations | Partner - New Initiatives | *Dec 2022 – April 2024*

- Led strategic partnerships & marketing, successfully launching more than **12** AI ventures for the studio.
- Formed strategic partnerships with leading firms like **Intel, EY, KPMG, Nasscom, NetApp, Google and AWS** to fuel project expansion and drive substantial growth across various business dimensions.
- Formed cohesive teams, carefully choosing leaders for spearheading new business initiatives efficiently.
- Played a pivotal role in securing over **\$5 million** in funding for portfolio startups from VCs and Angels.

Team Computers | Inside Sales Representative | *Jul 2022 - Dec 2022*

- Assessed and matched organizational needs with AWS **POC** and **MAP**, accelerating cloud integration.
- Pitched advanced cloud security, improving client disaster recovery capabilities for legacy businesses.
- Partnered with sales teams, **recommended optimal tech solutions**, and transitioned accounts to Clouds.

AppSquadz Software | Business Development Representative | *July 2021 - July 2022*

- Directed and trained a team of **10 solution experts**, achieving a remarkable **20%** increase in project deployment efficiency by providing in-depth training on AWS Elemental and OTT solutions.
- Implemented a secure Video Management System, leading to a **30% reduction** in streaming setup times and markedly enhancing user satisfaction through improved reliability and streaming performance.
- Successfully established VOD and live streaming services for over **50 clients** monthly such as TCS and PW, generating consistent sales revenue of **\$10,000** through strategic use of HLS/DASH technology.
- Directed over **15** data pipeline projects, refining processes and increasing client data utilization by **40%**.

KaroStartup | Growth Head | *Dec 2019 - May 2021*

- Developed growth strategies, achieving **300K** Instagram followers and a monthly revenue of **200K** INR.
- Streamlined processes, enhancing work management, contributing to tripling monthly revenue streams.
- Expanded client base through **targeted identification** of business strengths and customer needs.

Internships & Live Projects

Recklabs | Cloud Consultant | *Dec 2022 – Jan 2023*

- Enable enterprises and startups to optimize cloud expenses, boosting ROI by p to **25%** of the clients.
- Assist startups in scaling within the cloud, enhancing pipeline creation by **40%** through targeted regional events, workshops, and joint efforts with infrastructure and cloud marketing teams.

NewsNasha | Growth Consultant | *Oct 2021- Dec 2023*

- Implemented strategies that successfully overcame potential reach limitations, leading to a **Year-Over- Year growth of 25%**, culminating in **950k** subscribers and **212 million** views for the channel.
- **Coordinated high-profile conclaves** with national figures such as S. Nitin Gadkari, S. Akhilesh Yadav, and leaders from Hero and Mahindra, alongside leading media organizations, in well-organized settings.

MozWebMedia | Business Development Intern | *June 2019 - Jan 2020*

- Weekly engagement with **10 new clients** to discover opportunities and drive company growth.
- Made **100** cold calls each day, striving for a **10%** conversion rate to consistently generate fresh leads. Hold product training meetings to boost proposal quality, targeting a **30%** increase in success rates.

JabraChoice | Marketing Intern | *March 2019 - May 2019*

- Managed **paid ad campaigns** and reduced costs by optimizing social strategies for vendor recruitment.
- Led on-page SEO and created SEO-focused content, while **developing social media marketing** strategies.

Positions Of Responsibility

Mentor, ECell, IIT Delhi | *April 2023 – April 2024*

- Successfully raised over **INR 50 lakhs** in sponsorships for IITD's annual Entrepreneurship Conclave, securing partnerships with firms like **WestBridge Capital, HSBC Bank, and Aditya Birla Ventures**.
- Led India's Largest Student-led Entrepreneurship Conclave twice, attracting over **7,000** participants and **50+** global thought leaders from companies such as **Naukri.com, BoAt, PayTM, and General Catalyst**.
- Established a thriving community of **200+** student founders of IITD, fostering an entrepreneurial ecosystem and coordinating prototype development, pitching, and networking with founders and VCs.

Core Team, DMS Clubs, IIT Delhi | *2022 - Present*

- Facilitated initiatives with consulting & business clubs to nurture **problem-solving skills** among students. Encouraged student-led initiatives in business and entrepreneurship through mediation and support.
- **Bridged the gap** between student organizations and departments to unlock new opportunities for students.

Certifications

- Financial Modeling and Forecasting Financial Statements
- Leading Across the Globe Leading Across from IÉSEG School of Management, Paris
- AWS Cloud Quest: Cloud Practitioner
- H2 Ventures - Venture Capital

Education

- **Executive MBA in Technology Management, 2022 to 2025**
Indian Institute of Technology (IIT), Delhi
- **Bachelor of Computer Application, 2017 to 2020**
Institute of Management Studies (IMS), Noida
- **Intermediate - CBSE Board (Commerce), 2015 to 2017**
RPS Fatehgarh, Farrukhabad (UP)

Accomplishments

- IIT Delhi, **Letter of Recommendation** by Prof. Lakshmi Narayan, Faculty Coordinator, eDC IITD, for leadership, *2024*.
- IMS Noida, Received **Star Performer Award** from the Salaam Namaste Community Radio, IMS Noida, *2018*.

Extra-Curricular Activities

- **Delegate**, E-Summit IIT Kanpur, participated in workshops and won competitions, *2023*.
- **Lead Organizer**, COVID-19 2nd wave relief efforts, mobilized a team of **50 volunteers** to combat the COVID-19 2nd wave across the Kanpur region. Facilitated the distribution of vital resources, including hundreds of oxygen cylinders and essential medical supplies, bolstering the healthcare response during a critical time, *2021*.
- **Author**, Established the Tecuila tech blog, attracting a robust monthly following of **100,000 readers**, *2019*.
- **Volunteer**, Volunteered for over **10** Art of Living meditation programs with a focus on wellness and mindfulness. Raised **INR 5 lakhs** through crowdfunding and initiatives to support and expand community programs, *2017 to Present*.

References

Available upon request