

NACHIKET PATHKI

GTM & Partnerships Leader for AI Startups Seed to Series C · 0 to 1 and 1 to 10

Bengaluru / Hyderabad, India +91 80088 88203 nachiket.pathki@gmail.com linkedin.com/in/nachip

I build the first real go-to-market engine at AI companies and then the partner ecosystem that scales it. Twenty years in enterprise GTM, the last decade of it in AI, across seven venture-backed startups as an operator and seven more as an advisor. I have opened three continents from zero, taken a platform from \$1M to \$10.5M, and landed first enterprise customers in days rather than quarters. Founder-adjacent, hands-on, and comfortable being the first commercial hire in the room.

\$16M+

CLOSED ENTERPRISE
REVENUE

0→\$10.5M

PLATFORM REVENUE
SCALED

10 days

TO FIRST ENTERPRISE LOGO

3

CONTINENTS OPENED FROM
ZERO

WHAT I BUILD

0 to 1 go-to-market

ICP definition, pricing and packaging, the first playbook, the first repeatable motion, and the first sales hires who can run it without me.

Enterprise credibility

Selling technical products to CIO and CTO buyers through architecture review, security assessment and full procurement.

Partner-led scale

Resellers, integrators, BPM operators, OEM and embed, and hyperscaler co-sell, so growth stops depending on headcount alone.

Founder leverage

Category storytelling on stage, CXO roundtables, investor-ready operating models, and hiring plans with the economics attached.

STARTUP TRACK RECORD

- **Scaled an AI platform from \$1M to \$10.5M** in enterprise revenue at roughly 30% YoY, closing 9 large enterprise and 15+ mid-market logos, and was promoted twice in under three years.
- **Opened three continents from zero** across North America, EMEA and APAC for venture-backed AI companies at Series A and B stage.
- **Landed a first enterprise customer in ten days** and \$2.5M pipeline in three months for a new AI platform entering APAC and the Middle East.
- **Delivered \$2M and \$2.5M books** at two early-stage AI companies while simultaneously building the channel motion and the team behind it.
- **Advised seven seed to Series A AI startups** on ICP, pricing, playbooks, first sales hires, partner setup and Series A readiness. Angel investor across India's AI-native cohort.
- **Founded and ran a CX transformation consulting practice**, piloting agentic AI at scale with CXOs and delivery heads before agentic became the category name.
- **Built operating models investors can read**: a six-country plan at \$2.25M ARR and a 9.7x revenue-to-cost ratio, with headcount, budget and ramp fully mapped.

EXPERIENCE

Kapture CX | VP, International Growth

Mar 2026 – Present

Bengaluru · AI-native enterprise CX platform deploying AI agents across BFSI, retail, travel and BPM.

- Own international growth across EMEA and APAC with partnerships as the primary route to market: **\$3M qualified pipeline in four months**, built network-led rather than through volume outbound.
- Opened four channels in parallel: direct enterprise, BPM and BPO operators, GSI and RSI partners, hyperscaler co-sell. **Partner-sourced leads convert at roughly 3x cold outbound**.
- Authored the Year-1 operating model: \$2.25M new ARR across six countries at a **9.7x revenue-to-cost** ratio, with a dedicated partner manager in the structure.
- Shipped partner-enabled deployments: a multichannel AI agent across Salesforce and Zendesk live in six weeks, plus a Bahasa production agent supported by a Jakarta delivery team.

Beacon.li | Head of Growth

India / Global · AI orchestration and agentic workflow automation platform.

May 2025 – Jan 2026

- Owned enterprise GTM and alliances across India and global markets in healthcare, insurance and business services, leading CXO conversations on agentic automation ROI.
- Fronted the company externally: panellist at The AI Summit New York on the AgentOps stack, host of CXO roundtables and product-leadership panels in Bengaluru.

Contactly | Founder & CEO

India / US / Middle East · GTM consulting for GCCs, BPMs and BPOs on AI-led CX transformation.

Apr 2024 – Apr 2025

- Advised **global capability centres**, BPM and BPO operators on contact-centre modernisation, agent assist, QA automation and workforce optimisation, including vendor evaluation across this category.
- Stood up AI Centres of Excellence and governance frameworks, and piloted agentic AI at scale with CXOs and delivery heads. Wound down for funding.

Seed-Series A Startups | GTM & Partnerships Advisor

India / US · Seven AI-native startups across speech, agents and workflow.

Jun 2023 – Apr 2024

- ICP, pricing and packaging, playbooks, first sales hires, partner setup and Series A readiness across seven AI-native startups.
- At Meeami, took an audio-intelligence platform into APAC and the Middle East: **first enterprise customer in ten days**, \$2.5M pipeline in three months.

Skit.ai | VP, Sales

North America / APAC · Autonomous voice agents for collections and contact-centre automation.

May 2022 – May 2023

- \$2M in twelve months** across North America and APAC; built the channel motion and closed anchor BFSI and contact-centre accounts.

Enterprise Bot | SVP, Global Sales

NA / EMEA / APAC · Conversational AI and process automation for regulated industries.

Jan 2021 – May 2022

- \$2.5M in seventeen months** while scaling a distributed team; entered UK and EU banking and insurance through an SI and partner-led motion.

Kore.ai | Director → VP APAC/ANZ/MEA → VP Sales, North America

Hyderabad / Singapore / Orlando · Enterprise conversational AI platform, evaluated by engineering.

May 2018 – Jan 2021

- \$10.5M in enterprise revenue at ~30% YoY**, selling to CIO and CTO buyers through architecture review, security assessment and full procurement. Promoted twice in under three years.
- Ran joint GTM with GSIs and platform partners, building the CXO and **GCC relationships** that still anchor my India and APAC network.

REACH & DEPTH

MARKETS	VERTICALS
United States · United Kingdom · Switzerland · UAE · India · Bangladesh · Singapore · Indonesia · Philippines · Malaysia · Australia	Insurance · Banking & BFSI · Retail & Commerce · Telco · Healthcare · Travel · BPM & Outsourcing

SPEAKING & INDUSTRY PRESENCE

- The AI Summit, New York (2025)** · panel: Rise of the AgentOps Stack, Building for Autonomy at Scale.
- Product Management Summit & Awards, Bengaluru (2025)** · agentic AI in enterprise roadmaps, with Reliance Retail, Aditya Birla Group, Porter and MoEngage.
- CACE Summit, Jakarta (2026)** · From Frankenstack to Operating System: why fragmented CX stacks fail and what replaces them.
- Roundtables & memberships** · invite-only CX and CXO roundtables across Singapore, Jakarta and Bengaluru. Executive Member, Pavilion. Angel investor across India's AI-native startup cohort.

EARLIER CAREER & EDUCATION

Chief Sales Officer, Kaara Info Systems (2017–18) · Director Sales & Marketing, Fission Labs (2016–17) · Regional Sales Manager, Imaginea / Pramati, US (2014–15) · Getty Images, Sydney & London (2012–14) · PaymentSense, London (2011–12) · MagnaQuest (2007–11) · GE / NBC Universal (2004–06)

Executive MBA, IIM Indore · B.Tech Computer Science, JNTU Hyderabad · CRO School, Pavilion University