

Abhisek Kalakurthi

6 Years 6 Months Overall Experience

Sales and business development professional with 6.5 years of experience across power tools, capital equipment, machinery, and automotive sectors. Spearheaded revenue acceleration by identifying latent client needs, driving product standardization across marquee accounts, and acquiring high-value clients through technical storytelling and ROI-based engagement. Orchestrated long-cycle, high-value sales by aligning cross-functional stakeholders, crafting consultative value propositions, and driving strategic buy-in across technical, commercial, and leadership teams.

Industry

- Machinery and Equipment
- Automotive
- Power Tools

Functional Areas

- Go-to-Market Strategy
- Account Management
- Sales and Marketing
- Solution Selling
- Consultative Sales
- Construction
- Capital Equipment
- Power Tools and Machinery

Education

Indian Institute of Management Indore

MBA

2025-26

National Institute of Technology, Calicut

B Tech (Mechanical Engineering)

2014-18

Certification

CS-PO

Certified Scrum Product Owner® From Scrum Alliance)

2025

Foundations of Digital Marketing and E-commerce

Understand the elements and goals of a digital marketing and e-commerce strategy, Understanding customer journey mapping, Marketing Funnel

2025

Accomplishment

Education

Indian Institute of Management Indore

MBA

2025-26

National Institute of Technology, Calicut

B Tech (Mechanical Engineering)

2014-18

Experience

Hilti India Pvt Ltd

1 Year 1 Month

Key Account Manager

Feb' 24 - Mar' 25

Revenue Growth and Account Penetration

- Identified and mapped inefficiencies in customer projects, conducted site demos and TCO analysis to drive solution sales of 4.5Cr in one year and growing the territory by 14% YoY
- Penetrated under-performing accounts by mapping key stakeholders and addressing site-level challenges; revived engagement leading to INR 30L in new sales and building a INR 2Cr qualified pipeline.
- Strategized and executed a vendor positioning plan, by conducting technical demos, aligning the stakeholders, with L&T Constructions and K Raheja Constructions for anchors and chemicals,

creating an annual revenue potential of over INR 30L.

- Established product standards with Aurobindo Realty by identifying productivity bottlenecks and cost inefficiencies at project sites, leading technical demos to showcase tool performance, and aligning stakeholders across site and procurement teams—resulting in INR 24L in annual sales.

Solution Selling

- Led end to end solution selling, by succefully conducting site audits to identify inefficiencies, avenues to save cost, aligned CXOs and site teams, demoed tools, quantified savings, and enabled transition to monthly rental model
- Led end-to-end implementation of Hilti's Fleet program at 4 SVS sites (cumulative project value INR 4000Cr), replacing over 50% of existing tool stock; secured a INR 70L contract, generating INR 1.7L/month in rental revenue and INR 7L/month in recurring consumable sales.
- Revived the Urbanrise account by securing technical buy-in from consultants and commercial approvals from CXOs; delivered tailored anchoring solutions that led to INR 70L in sales over one year and 200% YoY revenue growth

Izura Pvt Ltd (A part of KRS Group)

7 Months

Product Manager

Jul' 23 - Jan' 24

Product Development

- Identified product–market fit for the Suspended Rope Platform by synthesizing insights from stakeholder interviews, site visits, and competitor benchmarking; secured INR 50L in purchase intent from early adopters.
- Orchestrated go-to-market strategy leveraging modular customization as a differentiator; positioned the Suspended Rope Platform at premium pricing, generating INR 30L in revenue within 3 months.

After-Sales Service

- Expanded after-sales revenue by 20% YoY in the tower crane division by acquiring INR 70L worth of new AMCs and Rate Contracts through cross-selling to existing customers and packaging preventive and corrective services.
- Led an 8-member service team and institutionalized field service operations by implementing Salesforce CRM, introducing TAT tracking, and standardizing service SOPs, resulting in improved service reliability and scale

KRS Group

2 Years 11 Months

Senior Sales Engineer

Aug' 20 - Jun' 23

Revenue Generation

- Led end-to-end sales of Potain tower cranes across Telangana and Andhra Pradesh, acquiring 50+ new clients and managing over 100 active accounts, contributing INR 24Cr in annual sales and enabling KRS to secure Best Dealer Award in 2021 and 2022.
- Maintained CXO-level engagement through 8–12 month sales cycles via regular site visits and technical support to design teams, securing buy-in and driving over 60% market share for Potain cranes in Telangana.
- Drove INR 60Cr+ in Potain tower crane sales through a consultative selling approach—onboarded 50+ new clients contributing ~ INR 40Cr via reference-led acquisition, stakeholder alignment, and site-based solution demonstrations, while maintaining high share of repeat business.
- Secured INR 7Cr deal with Ramky Infra—largest in the region—by orchestrating multi-level stakeholder alignment across site, design, and corporate leadership, and leveraging TCO and competitor gap analysis to justify 30% price premium for a newly launched product.
- Identified and monetized a critical customer pain point by integrating C-beam fabrication into crane offerings, driving INR 2.5Cr in incremental revenue, 10% higher ticket size, and 2x margin uplift through cross-functional alignment and in-house capability development.

- Revived Andhra Pradesh market after a 10-year gap by securing INR 1.1Cr order from Bajrang Urban, displacing an existing competitor through value-based positioning, cost-benefit analysis, and ecosystem partnerships for after-sales assurance.

Stakeholder Engagement

- Locked out competition and boosted win rates by driving early crane integration into structural designs; led technical workshops with top PMCs and consultants to influence specifications, reduce client rework, and position our solution as the default choice.

Ashok Leyland Ltd

1 Year

Deputy Manager – Global Bus

Aug' 19 - Jul' 20

Sales & Market Expansion

- Led INR 10Cr in bus sales across 3 dealerships in Western Odisha by streamlining forecasting and dealer coordination, resulting in improved inventory turnover and reduced stock obsolescence.
- Mapped sub-segments (school, staff, city, and long-haul operators) and launched tailored outreach campaigns, generating lead trends that enabled data-backed demand forecasting and optimized dealer inventory turnover.
- Penetrated two untapped micro-markets and acquired 7 competitor accounts by driving awareness through targeted service exposure campaigns, including facility walkthroughs, resulting in INR 2Cr in new sales within 12 months

Ashok Leyland Ltd

1 Year

Graduate Engineer Trainee

Jul' 18 - Jul' 19

- Analyzed 12 months of warranty claims data during training stint; identified process bottlenecks and recommended portal and data entry improvements, contributing to a 42% reduction in claim settlement time