

Keynote Speaker



Mr. Abhijit Ballurkar

Managing Director, Targetorate Consulting LLP, Hyderabad

Successful Entrepreneur with around 20 years of industry experience in Business Development, Sales, Solutions and Delivery. With direct exposure working with clients in North America, Europe, Africa, Australia and Asia, Abhijeet carries good blend of expertise in Technology, Business and Entrepreneurship. He is an industry expert with extensive experience in Management Consulting, Business Development, Sales and Delivery Enablement for leading MNCs; besides developing GTM strategies for wide range of businesses from different verticals and regions. He is backed by strong academics with Masters in Computer Applications and Business Administration.

His profile includes:

- ~20 years of IT experience in multiple industries – Communication, M&E, Hi-Tech, Utilities.
- Proven Track record in Sales and Business Development within Domestic and Emerging Markets.
- Global market facing exposure covering Asia, Europe, Africa, Australia and USA regions.
- Customer relationship management, Technology Leadership and Account P&L Management Skills.
- Experience in driving strategic outsourcing initiatives and establishing multi-centre delivery models.
- Expertise in Program and Delivery Management, Solutioning Large/Complex Deals.

- Closely involved in programs related to freshers' grooming and conducted several Industry/ Technology/ Management Trainings.
- Double Masters in Computer Applications and Business Administration, besides certification from PMI and other industry organizations.
- Worked as VP with Accenture, Global Presales Head with iGATE and Lead Architect with Tech Mahindra (formerly Patni and Satyam Computers respectively)