

Pratik Samant- Head - GCC Operations	
Summary	12 years of professional experience, of which 8+ years have been w.r.t. Channel Management, Business Development, leadership & management in IT Solutions/Services Currently working as Head - GCC Operations at Network Intellegence India Pvt. Ltd. to develop GCC market on service offering of Audit, VAPT etc.. and Security Solutions.. ealier as National Sales Manager @ M.TECH SOLUTIONS (I) Pvt. Ltd. Responsible for driving Chnnel and Direct business for our Key vendors through potential partners, based out of Mumbai.
Educational Qualification	MMM (Masters in Marketing Management) at Thakur Management Institute
Detailed Experience & Expertise	<p>Head - GCC Operations at Network Intellegence India Pvt. Ltd</p> <ul style="list-style-type: none"> ✓ Heading, GCC Operations for Network Intellegence (I) Pvt. Ltd, main profile is to develop business in all GCC countries for Securtiy Services andSolutions ✓ Strategic Consulting, including business plan & sales strategy development. <p>National Sales Manager at M.Tech Solutions (India) Pvt Ltd</p> <ul style="list-style-type: none"> ✓ Establishing, MTECH in security industry through channels in Indian marketas a Value Added Distributor. ✓ Responsible for growing M.Tech as a Distributor of Networking and Security Solution . ✓ Good leadership qualities and driving Sales and Product team, based out of Mumbai. <p>Head - Sales at Allied CNT</p> <ul style="list-style-type: none"> ✓ Allied CNT Solutions Pvt Ltd, a Joint Venture Organisation between Allied Digital Services Ltd and Ceylinco Networking Technologies Ltd (Distributors of Security Solutions for APAC) is a VAD for Security and Networking Solutions for SMB as well asEnterpriseLevel. ✓ Allied CNT is associated with global technology partners like Watchguard, Barracuda, eCop, Lumension Security and ValidSoft. Allied CNT is dealing with Software solutions like IMAS for Retail segment. ✓ Establishing, Allied CNT in security industry through channels in Indian market as a Value Added Distributor.

	<p>Business Development Manager at Select Technologies</p> <p>✓ Developing and managing channel business for Mumbai region for assigned product lines Checkpoint, Nokia and Sonicwall.</p>
<p>Skills & Expertise</p>	<ul style="list-style-type: none">✓ Security✓ Business Planning✓ Management✓ Business✓ Leadership✓ Business Development✓ New Business Development✓ Product Management✓ Team Management