Mr Ashish Bedekar

Ashish Badekar is a Chief Operating Officer (COO), PicoNets, startup mentor/advisor for DMZ,VJTI-TBI,AIC Raise & Founder Consultant of Bodhi Tree Ecosystem/Business development service.

Business/Ecosystem development, Startup and Developer community programs, Internet/Technology/platform, Startup mentor.

Services provided

Telecommunications, Computer Networking.

Ashish R Bedekar is a creative, well-connected leader with expertise in Biz-Dev.,partner relationships in wearables/ IOT ,Mobile, Telco, IT/Tech, with India and APAC experience in mobile internet ,apps and VAS (B2B, B2C), Location-based services (LBS),startups developer partner ecosystems & programs, and IT Supply-chain distribution. Conceptualizing to Go to market expertise.

Start-up advisor, a mentor at an Indo-Canadian accelerator / incubator- Zonestartups India, currently advising start-ups (http://india.zonestartups.com/about/advisors)

UNIQUE SKILLS

➢ Markets: A deep understanding of how to leverage market knowledge in emerging economies for rapidly expanding geo-markets, and how to penetrate the ecosystems to catalyze growth.

➢ Customers: Translate intuitively gleaned customers' needs (B2B, B2C) into solutions that quickly get traction to preempt competition and to quicken growth. Develop relationship-based customer loyalty.

➢ Technology: Broad knowledge of diverse technologies with a deep understanding of the mobile and the start-up ecosystem, and how it's spread across developing geos is driving commerce and ecosystems.

➢ Ecosystems: ID strategic alliance and partner relationships that can leverage strength for aggressive market penetration and nurture these ecosystems for a competitive advantage. ID win-win strategies.

➢ Results: Prepare comprehensive plans and socialize them for stakeholder buy-in. Communicate openly and seek support. Deliver the exceptional, not merely the expected. Recognize and reward star players.

Specialities:

* Business Dev (B2B,B2C)

*Startups, ecosystem and programs, Developer relations

Partnership and alliances (inc.. Mobile advertising)

*Wearables(IOT)

*Mobile/Telecommunications/Technology

*Location based services

*Apps/Mobile value added services (Consumer /Enterprise)

*Mobile data/ internet

*IT distribution/ channel management

*New product development

*Product marketing

*Rural/BOP services