

Contact

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(LinkedIn)

Top Skills

Product Management

Sales Prospecting

Go-to-Market Strategy

Krutarth Patil

GTM Engineer | Signal-led GTM to Help You Find In-Market Buyers.
India

Summary

I've spent the last few years learning prospecting skills, figuring out what gets attention, earns replies, and drives real pipeline.

Along the way, I've built outbound engines from scratch, shipped AI workflows for lead research and messaging, and run early GTM for products without brand recognition. Worked across the stack: copy, data, infra, tools, and product loops that feed into sales.

Most recently, I led product and go-to-market on an AI sales training tool. Built the MVP, shaped positioning, and ran early outreach to enablement and RevOps teams.

Currently helping B2B tech companies find BANT-qualified active buyers in the market.

Experience

dotProton

Founder

August 2021 - Present (4 years 9 months)

College by day, cold outbound by night (I'm in IST)

Built dotProton solo from scratch - learned outbound the hard way via Twitter, forums and outdated email templates. Managed operations, CS and the full sales funnel solo: TOFU, MOFU, BOFU (and yes, I googled what those meant at the start).

Booked 5-7 meetings/day with hard-to-crack industries like VCs, PE, solar, CRE, HR, and B2B SaaS. Mostly helping them find LPs through outbound (legal grey zones included - turns out cold outreach + finance = compliance nightmares).

Sold intent lead lists on side, but quickly saw it was a noisy space. Pivoted to AI outbound, using Clay, Smartlead, Apollo, Instantly, and custom AI bots to build infra.

Built the whole thing from scratch - no team or playbook, just experiments that eventually worked.

Agent1o1

GTM & Product Ops

December 2024 - July 2025 (8 months)

Greater Bengaluru Area

Built a product that used AI avatars to help sales reps and L&D teams practice deal conversations in a realistic way. Think: reps practicing how to handle objections, pitch variations, or awkward pricing convos - with AI avatars that actually looked and talked like real human buyers.

Wore a few hats: built internal MVP, shaped product direction, and got hands-on with outbound - mainly to sales enablement and RevOps teams. Tested messaging across ICPs and had early convos with teams at ZoomInfo, Whatfix, and a few mid-market players.

Bottle Rocket Growth

GTM Ops & AI Consultant

November 2024 - January 2025 (3 months)

United States

Built one of the earliest AI SDRs internally that could scrape company data, do detail lead research, and generate first drafts of messaging.

I also helped shape some of the early campaign ideas and data sourcing for stuff like YC job board triggers, lead drops in Slack, and GTM giveaways. Experimental playbooks, but they helped us learn what clicked.

Outside of outbound, worked on priority tracking systems. Worked across sales, pricing, offers - learned a ton from Mike on how to prospect and sell in US market.

Education

R. C. Patel Institute of Technology, Shirpur

B. Tech., Computer Engineering · (December 2021 - July 2025)

Fergusson College

High School · (August 2019 - July 2021)