

**Prakhar Jain**

**Vice President, Global Sales, Whatfix**

Prakhar is the VP of Global Sales at Whatfix. As the company’s first employee, Prakhar has played a pivotal role in its growth and currently leads the global inbound and outbound sales efforts across North America and EMEA regions. Based in India, Prakhar has driven 3X year-on-year growth for Whatfix, onboarded 135+ Fortune 1000 companies, and services 700+ clients in 30+ countries.

At Whatfix, Prakhar spearheaded various sales sub-functions including sales operations, sales enablement, and sales recruitment. He has also implemented advanced sales technologies to streamline processes and enhance team productivity. With a myriad of experience in sales management, Prakhar has mastered the art of creating scalable sales playbooks and unlocking the science behind successful sales strategies. Prior to joining Whatfix, Prakhar held marketing roles at several startups, making him one of the many "Accidental Salespeople" who have found their passion and excelled in the sales domain.

Educational Qualifications: PGDM in Business Management, SBMJC | Bangalore​​, India.

Personal Philosophy: Prakhar believes lifelong learning is essential for personal and professional growth, as it is the only constant in our ever-evolving world. By prioritizing the process over the outcome, he inspires his team to embrace continuous improvement and achieve remarkable results.