**Vispi Daver**

**Global Head of Sales and Partnerships, Whatfix**

Vispi Daver is the Global Head of Sales and Partnership at Whatfix, leading a team responsible for new and expansion sales, revenue-generating partnerships, sales operations, and sales enablement. He brings a range of experience in sales, partnerships, product management, and corporate development to his role. Under his leadership since 2018, the company has experienced significant growth and expanded its footprint across Global 2000 customers, systems integrators, and consulting partners. Vispi is also an early investor in Whatfix.

Vispi grew up in India, is based in the San Francisco Bay Area, and has extensive experience with companies in both the US and India. Prior to Whatfix, Vispi worked with Sourcefire (IPO), Greenplum (EMC), Parature (Microsoft), and MakeMyTrip (IPO) to help them acquire customers and partners, build scalable teams, and eventually navigate to exit through M&A transactions or IPO. He was a partner at Sierra Ventures where he helped scale software companies from startup ideas to high-growth enterprises. He began his career at McAfee in product management and corporate development.

Educational Qualifications: MBA in Finance & Strategy, Yale University | New Haven, Connecticut

Personal Philosophy: Vispi believes that the concept of Psychological Safety, where managers create a climate where team members feel safe to disclose shortcomings, risks, red flags, and “what is not going well” in a project is key to maximizing team performance, employee satisfaction, and company success.