



## Patrick Salyer

### ENTERPRISE

As a Partner at Mayfield, Patrick invests in the enterprise sector, focusing on middleware and API businesses. He believes people matter most, and his investment philosophy starts with building trusted relationships with founders. He helps entrepreneurs by coaching on the CEO growth journey, company building, and go to market strategy.

Patrick brings more than a decade of enterprise leadership experience to Mayfield. He is the former CEO of Mayfield portfolio company Gigya, customer identity and access management leader, which was acquired by SAP. As a first-time CEO who built Gigya into a successful enterprise company, he brings a company building playbook which can serve as a model for entrepreneurs. His operational expertise includes successfully navigating multiple product pivots, establishing a new market category, and scaling to more than \$100M ARR and hundreds of employees. He has proven go-to-market expertise, having built global inside and field sales models, and achieved high growth rates.

Patrick holds a BA from Harvard University.

### INVESTMENTS

 Couchbase

 bigpanda

 Berbix

 DEV

 DuploCloud

 OwnID

 <Stealth>

 variana

 WorkSpan