



## Rajeev Batra

### ENTERPRISE














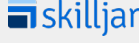

Rajeev Batra is an experienced investor and former enterprise software entrepreneur and executive. He focuses on investments in Cloud and SaaS, and engages deeply with entrepreneurs on company building from the earliest stages. He was an Entrepreneur and Operator living and breathing Enterprise Software before entering Venture Capital. At Mayfield, he has had a front-row seat to the trend of SaaS growing from systems of record to systems of engagement/action, by partnering with the founders of industry leading companies such as Marketo, Outreach, ServiceMax, SmartRecruiters, Crunchbase, Skilljar and WideOrbit.

Rajeev has earned the reputation as the entrepreneur's first call by practicing radical candor & transparency, empathy, trust and a high level of engagement. As a fervent believer of "the more I learn, the less I know" maxim he is constantly looking to challenge the status quo starting with himself, and has witnessed that great things happen when people with diverse backgrounds, from different fields and ideas converge to solve big problems. The role of luck in one's life is not lost on him either.

In partnering with entrepreneurs, Rajeev believes he has found his Ikigai (the Japanese concept of the reason for being), which is to help people. Having grown up with limited financial resources but abundant support from incredible parents and a world class education, Rajeev is a big advocate of "equalizing the playing field" by helping people everywhere gain

### INVESTMENTS

### MILESTONE

 NASDAQ: MKTO/ Acquired by Vista Equity Partners	 Acquired by GE Digital	 Acquired by Home Depot
 Private Equity Acquisition		
		
		
		

BIO (CONTINUED)

access to opportunity and unleashing the human potential. Having a son with a life debilitating disorder, Mecp2 Duplication Syndrome, has only brought this life purpose together for Rajeev and his family. Having lived in 24 homes, 13 cities, 6 countries and 3 continents he has learned the power of thinking differently, grit, optimism, and empathy as core principles to creating a better world.

His operational experience includes working at startups and industry leaders in sales, marketing, product, and technical roles. Three of these companies went public and were later acquired: Siebel Systems, Scopus Technology, and Open Environment Corporation. He was also on the founding team of NetNumina Solutions, an IT consulting firm, which was acquired by Keane/NTT Data. He holds an MBA from Harvard Business School, a Masters in Electrical Engineering from Cornell University, and a Bachelors in Electrical Engineering from the University of Maryland at College Park, where he serves on the Board of Visitors of the A. James Clark School of Engineering.

Rajeev has varying yet obsessive interests in Art, Design, History, Music, Evolution, Meditation, Food and Wine and is an ardent believer in the role of the Heisenberg Uncertainty Principle and duality of most things in life.