**Shafiq Amarsi**

**Senior VP GTM Strategy and Operations, Freshworks** 

**Shafiq Amarsi** joined Freshworks as Senior Vice President of Go-to-Market Strategy and Operations in February 2023 and oversees sales and marketing ops, strategy and program management, sales enablement and IT. Shafiq spent the last 8 years at Amazon Web Services (AWS) where he built the Worldwide Sales Strategy, Operations & Enablement teams. At Amazon, Shafiq experienced hyper-growth and helped build a world-class, multi-billion dollar GTM organization. Prior to AWS, he spent 16 years at Microsoft where he began as an enterprise strategy architect, went on to hold several sales leadership roles in the US and internationally, and eventually led Microsoft’s Global Sales and Solutions Strategy. He holds a BS in Engineering from the University of Waterloo.