



Pratik R. Pota
Chief Executive Officer and Whole Time Director,
Jubilant FoodWorks Limited

Pratik is the CEO & Wholetime Director at Jubilant FoodWorks Ltd., the South Asian Master Franchisee for Domino's Pizza, Dunkin' Donuts and Popeyes. Pratik is also on the Board of Directors of Domino's Pizza Eurasia, and is Chairman of the Board at Jubilant Golden Harvest, Bangladesh. He is also the Vice President of the National Restaurants Association of India (NRAI).

A leader with a rich and diverse experience in General Management, Strategy, Sales & Marketing, Digital and Business Development, Pratik has worked across a variety of different businesses at some of India's leading organizations.

At JFL, Pratik has led a swift and comprehensive turnaround of the business, with growth and profitability hitting multi-year highs, and market capitalization growing by eight times in four years. Pratik has driven an aggressive digital transformation agenda at JFL and is now leading its journey of growing into a Food Tech powerhouse.

Prior to JFL, Pratik was Chief Operating Officer, Foods & Beverages at PepsiCo India where he led the national sales operations of the company. In an earlier role, Pratik was the Chief Executive Officer at NourishCo Beverages, a joint venture between Pepsico and Tata Global Beverages. While at PepsiCo, Pratik was also instrumental in driving the turnaround of Mountain Dew on the iconic positioning of 'Darr ke Aage Jeet Hai', which led to its disruptive growth and the brand emerging as the largest brand for PepsiCo.

Pratik began his career at Hindustan Unilever Ltd. where he spent a decade and worked in various roles in Sales and Marketing. While at HUL, Pratik was the architect behind Project Shakti, the pioneering micro-finance based business venture. Pratik has also worked at Bharti Airtel Ltd. in the eventful and high-growth early years of the telecom industry.

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