

Zia Yusuf

Executive Vice President, Global Ecosystem & Partner Group, SAP AG



Zia Yusuf leads the Global Ecosystem and Partner Group for SAP AG. He started his current role in May, 2006, and reports to **John Schwarz**, member of the Executive Board of SAP AG. In his role, Yusuf is chartered with continuing to build and enable an open ecosystem of software, service, and technology partners together with the company's communities of innovation, including the SAP Developer Network community, the Business Process Expert community, and the Enterprise Services Community. In addition, he co-manages the SAP NetWeaver Fund and is also responsible for leading SAP's efforts towards open technology and vertical industry standards.

Prior to his current role, Yusuf founded and led the Corporate Strategy Group (CSG) of SAP in the Office of the CEO reporting to Henning Kagermann, CEO and chairman of SAP AG. The CSG, founded in 2002, provides the CEO, Chairman, and Executive Board of SAP a comprehensive set of capabilities to engage on a range of strategic, competitive, operational, and organizational topics, including global corporate strategy formulation and execution, strategic performance management, the annual strategy process, and mergers and acquisitions (M&A) strategy.

In addition, Yusuf founded and led the Design Services Team (DST), formed in 2004 under the guidance of Hasso Plattner, co-founder of SAP and chairman of the SAP Supervisory Board. The DST is a software design group focused on accelerating SAP's activities in user-centered software design.

Yusuf began at SAP, in 1999, focusing on the strategic direction of the company's marketplace business. He then co-founded SAP Markets, Inc., the business-to-business marketplace company of SAP, and led it as vice president and chief operating officer. As SAP Markets expanded globally, Yusuf was appointed as managing director to lead SAP Markets' entry into Asia-Pacific.

Prior to joining SAP, Yusuf was in the Investment Banking Division at Goldman, Sachs & Co., where he worked on corporate finance and M&A transactions. Before that, he was at the World Bank Group for several years working on health sector issues in Southern Africa, as well as project and structured finance in Asia.

Yusuf is also consulting associate professor at Stanford University, where he co-teaches a course titled "Software Design Experiences" with Hasso Plattner and Terry Winnograd. He holds a master's degree in business administration from the Harvard Business School in Boston, Massachusetts; a master's degree in international affairs from the School of Foreign Service at Georgetown University in Washington, D.C.; and a bachelor's degree with honors in economics and international affairs from Macalester College in Saint Paul, Minnesota. He is on the board of crowd-sourcing innovation leader InnoCentive and the San Francisco Chapter of Developments in Literacy (DIL), a non-profit focused on girls education in South Asia.