



John Graham

*Chief Operating Officer
SAP North America*

John Graham, Chief Operating Officer (COO) for SAP North America, leads the Premier Customer Network Center of Excellence, Private Equity Portfolios, Strategic Sales, Customer Care, Business Operations, Ecosystems, Channels and Alliances, Small and Midsize Enterprises (SME), Solution Engineering, Value Engineering, and the Indirect Revenue Business. In addition, he will work closely with Field Marketing to direct SAP's Inside Sales teams.

Prior to his current position, John served as senior vice president, North America Volume Markets and Public Sector. In this role, he was responsible for driving the volume sales business across the region. John has also served as regional vice president for North America Line of Business Solutions where he was instrumental in revolutionizing the Line of Business sales strategy that resulted in incremental revenue growth.

Since joining SAP more than 10 years ago, John has held a variety of executive leadership roles including senior vice president of the Ecosystem and Partner group, senior vice president of the Territory Sales organization, vice president of Sales Global Alliance accounts for the Midwest, and national vice president of CRM sales.

Before joining SAP, John worked for Siebel Systems as Vice President of Sales for the Midwest region and held various sales leadership roles during his seven years with Oracle Corporation.

John, his wife and two sons reside in Minneapolis, Minnesota.

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