

Executive Biography

U.S. Management Team



STEVE SHUTE

Managing Director, Midwest Region
SAP North America

Steve Shute is the managing director of the Midwest region of SAP North America. In this role, Steve is responsible for all client-related activities including client satisfaction, revenue, channel strategy, and the profitability of the region.

Steve joined SAP with more than 20 years of progressive leadership experience and an extensive background in technology. Most recently, he served as executive vice president of sales and services for Allscripts, a US\$1.4 billion provider of core clinical, financial, and analytical solutions for the healthcare industry. In this role, Steve had responsibility for 2,400 of the firm's 7,000 team members and was tasked with driving the top-line growth of the company.

Prior to joining Allscripts, Steve spent more than 14 years in senior positions at IBM Corporation, both domestically and internationally. These positions included vice president of worldwide sales for Enterprise Content Management; vice president of marketing for IBM Software Group North America; vice president of Industry & Enterprise Sales for IBM Software Group Europe, Middle East, and Africa; and VP of Media & Entertainment Industry for the Americas. Steve started his career as a CPA with Coopers & Lybrand's Business Assurance practice.

Steve holds a bachelor of science degree in accounting from the University of Dayton in Dayton, Ohio, and received his MBA from the University of Notre Dame, near South Bend, Indiana.

