

Executive Biography

North America Management Team



JEFF HESS

**Head of Industry Value Engineering
SAP North America**

Jeff Hess is the head of Industry Value Engineering (IVE) for SAP North America, an organization that comprises the IVE teams across Strategic Industries, Canada and the United States. Bringing over 30 years of experience to the role, Jeff's priority is to drive customer success throughout the entire IT investment cycle by concentrating on developing sound business transformation roadmaps and flawless execution. He also leads the Ariba Value Engineering and SuccessFactors Business Architect teams as global senior vice president, Cloud Value Engineering, delivering a consistent portfolio of IVE services and deliverables across these two integral Cloud offerings.

Jeff joined SAP in 2004, and over the last six years in senior management roles, he has continually driven dramatic impact while leading business consulting and IVE teams in North America and EMEA. Most recently, as senior vice president in the Global Industry Business Solutions organization, Jeff led the global IVE team and drove consistency across every region while also supporting our most strategic customers. As a leader in the North America business consulting organization, he counseled SAP's customers listed as Fortune 500 companies, in developing and executing business and technology strategies, managing change, and improving performance.

Prior to joining SAP, Jeff spent seven years as a chemical engineer, and 14 years in the management consulting industry. He has a broad consulting background having been a partner at Grant-Thornton/Hitachi Consulting, national supply chain lead for Ernst & Young; and a retail-focused principal at both IBM and Deloitte. His expertise runs deep in the high-tech, retail, distribution, consumer packaged goods, and process industries.

Jeff holds a bachelor's degree in chemical engineering from the University of Delaware in Newark, Delaware, and an MBA in international finance from Emory University in Atlanta, Georgia.

