

# Executive Biography

## North America Management Team



### **JOHN GRAHAM**

**Head of Ecosystem and Channels  
SAP North America**

John Graham is the head of Ecosystem and Channels for SAP North America. In this role, he is responsible for SAP's indirect partner and channel business across the region. Under John's leadership are the teams managing strategic alliance partners, channel resellers, third-party partners, OEM partners, distribution, inside sales, and managed cloud as a service (MCaaS).

Since joining SAP more than 11 years ago, John has held North America executive leadership roles in the public sector, the central region's emerging markets, ecosystem and channels, and line-of-business solution sales. Most recently, John held the role of chief operating officer for SAP North America.

Prior to joining SAP, John held various sales leadership positions with both Siebel Systems and Oracle Corporation.

