

Executive Biography

North America Management Team



PETER BLACK

**Head of Procurement Line of Business
SAP North America**

Peter Black is the head of Procurement Line of Business for SAP North America. With more than 25 years of sales leadership experience, Peter leads SAP's Procurement business across the entire region. He is responsible for the optimum performance of sales, driving the go-to-market strategy and overall operations for the field sales organization.

Prior to joining SAP in 2014, Peter capped off his six-year tenure as Ariba Inc.'s senior vice president for North America. There, he was a lead executive on historically significant sales and subscription deals; he transformed underperforming teams, and he was an instrumental force in the region's achieving record-setting triple-digit growth in 2013.

Throughout his career, Peter has progressed through a number of management and executive sales leadership positions in the IT industry, building an exemplary track record in sales achievement and high-performing teams for companies including The Allant Group Inc., Acxiom Corporation, and Dun & Bradstreet.

Peter holds a bachelor's degree in business administration from Western New England University in Springfield, Massachusetts.

