

Executive Biography

Canada Management Team



ROB STEVENS

Head of Ecosystems & Channels

SAP Canada

Rob Stevens is head of Ecosystems & Channels for SAP Canada, with responsibility for all indirect business nationally, as well as all SAP alliances. He builds strong and productive relationships with channel partners to drive development, enablement, and revenue growth.

Rob's expertise in sales and channel management has been honed throughout his extensive career in IT, most notably with Microsoft for 13 years, where he developed and led high performing teams to reach deeper into the marketplace with scalable channel sales models.

Prior to joining SAP in 2015, he led Microsoft's partner channel teams across Canada, serving the enterprise and corporate customer space. His previous roles within Microsoft have included leading specialist sales teams for Office 365, and growing the cloud services business, where his primary goal was to demonstrate the value of cloud computing to customers.

Rob's achievements have been recognized through him twice being named winner of Microsoft's Gold Club in the Circle of Excellence program, as well as becoming a member of the company's High Potential leadership development program.

Rob is an active fundraiser for various mental health charities, and is a supporter of the Don Cherry Pet Rescue Foundation, an organization dedicated to improving animal welfare for which he raises money and adopts rescued dogs.

