

# Executive Biography

## Canada Management Team



**DANY ORTCHANIAN**  
**Head of Sales**  
**SAP Canada**

Dany Ortchianian is head of sales for SAP Canada. In this role, Dany works with decision makers at large Canadian companies across a number of industries, mapping out solutions for their toughest business challenges. Together they find the best ways SAP can support new business models and improve agility, productivity and profitability to take their business to the next level.

A mentor and coach to the national sales organization, Dany builds high performing teams and a people-centric culture to ensure the best possible work is delivered to customers. Well-versed across Canada's largest markets, he challenges his team to find cutting-edge digital solutions that help businesses adapt to the fourth industrial revolution.

Dany joined SAP in 2003 as a director of strategic accounts, responsible for developing and maintaining relationships with potential and existing clients as their primary SAP Canada contact. Fluent in Canada's two official languages, he is an accomplished sales executive who, prior to SAP, held progressively responsible sales and key-account management roles at large Canadian companies.