

Executive Biography

SAP Latin America and Caribbean Leadership Team



Jackson Borges

**Head of Intelligent Spend & Business Network (ISBN)
SAP Latin America & the Caribbean**

Currently, as the Head of Intelligent Spend and Business Network, Jackson leads a world-class team that is driving the growth of the ISBN line of business in Latin America. Jackson's primary focus is making sure that customers effectively manage all sources of spend to enhance control and business resilience; positioning SAP Ariba for direct and indirect spend, SAP Fieldglass for external workforce management, and SAP Concur solutions for travel and expense administration.

Before joining SAP in 2013, Jackson had a 12-year career at IBM, where he held various leadership positions. At SAP, he initially concentrated on transforming regulated industries such as the Public Sector, Healthcare, and Financial Services. Subsequently, he took on the challenge of transforming the SAP SuccessFactors unit as the General Manager in Brazil. In this role, he successfully revamped several HR areas for numerous SAP customers, establishing the line of business as one of the most significant cloud operations in Brazil. As the head of Customer Advisory, he led Solution Advisory, COE, Industry, and Value advisors to deliver optimal value to customers' businesses and ensure a successful journey in the cloud.

Throughout his career, Jackson has developed essential skills in customer focus, industry experience, and inspirational leadership. His notable achievements include creating new businesses, defining portfolio evolution and innovation, building teams, and supporting overall operations, all of which have provided him with a solid foundation of experience at SAP.

Jackson holds a degree in business administration from Universidade Católica de Brasília. He specialized in Information Technology Management from Fundação Getúlio Vargas and obtained an MBA from Fundação Don Cabral MG. In 2012, he received a "Certificate of Strategic Business Management" from Harvard Business School.