

# POWER

*Your* POTENTIAL  
Montgomery County Women's Conference



Christine Mertz is an accomplished executive with a 35-year career in the software industry, excelling in key roles spanning sales, marketing, business operations, and professional development. Christine gained experience selling IBM hardware, licensed software, and implementation services. She then built her expertise through project management, and leadership roles in demand generation, customer marketing, and customer services. She thrived on building and leading high-performing, culturally diverse, global teams in both established

and startup environments.

An executive at SAP for 16 years, Christine was integral to the development of SAP's Global Sales Academy, an award-winning program to recruit, train and develop the next generation of sales professionals. As its North American leader, she revolutionized early talent recruitment, training, and compensation procedures, resulting in a significant increase in workforce diversity, with over three times as many women and a 25% decrease in the average age of the sales team. During her tenure, Christine recruited, managed and mentored more than 400 early-career sales professionals, with over 30% advancing to leadership roles within five years

Christine is an Erickson International certified coach dedicated to empowering individuals in their personal and professional growth. She is also a passionate advocate for work-life balance, having successfully managed her career while being a mother and contributing to her community through coaching youth sports.