



## Paula Henderson

Executive Vice President and Chief Sales Officer, Americas

Paula Henderson leads teams across the Americas in industries such as government, financial services, health care, life sciences, consumer packaged goods, manufacturing, energy and telecommunications. She partners with industry leaders to create transformational digital solutions designed to modernize and optimize the performance of corporations and communities.

Since joining the company in 2002, Henderson served in key leadership positions at SAS. Her most recent role as Senior Vice President of US Commercial and Government Sales accounts for 40% of the company's total revenue.

Henderson is inspired by the endless possibilities of using data and analytics to make a difference for organizations, communities, and constituents. Fueled by her passion to find answers, Henderson empowers her teams to help customers apply analytics to improve their organizations, better serve customers and tackle humanitarian issues around the world.

Prior to joining SAS, Henderson was a sales leader at Nortel Networks, creating strategies designed to drive year-over-year revenue growth. Henderson holds a BS in management from NC State University and an MBA from Meredith College.

Outside of SAS, Henderson serves on the Executive Roundtable boards for the North Carolina State Chamber as the Chair of Roadside Alliance. She is also on the boards of NC State University College of Science and Prevent Child Abuse North Carolina. Henderson is dedicated to improving government programs aimed at assisting families and is a mentor for at-risk women at the Methodist Home for Children and for cadets at the National Guard Youth Challenge Program.

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