

# Industry Leadership Award

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Michael Hartman is Head of Americas Enterprise at Anthropic, where he leads the enterprise go-to-market business, helping organizations across the Americas put frontier AI to work.



**Michael Hartman**

Over 25 years in enterprise software, Michael has built go-to-market organizations across nearly every major industry — work that turns a horizontal platform into something that lands in the specific language, economics, and constraints of a given sector. At Databricks, he built the Regulated Industries practice, spanning public sector, financial services, and healthcare & life sciences, and helped shape the industry go-to-market motion across the company. For part of his tenure he also led manufacturing and oil, gas & energy.

Before Databricks, he spent a decade leading Salesforce's Financial Services business, first as Senior Vice President and then as Executive Vice President, and for two of those years he ran Healthcare & Life Sciences as well. He began his enterprise software career at Thomson Reuters, where he held a series of sales and leadership roles over eight years. His first job, though, was in the family business his great-grandfather founded nearly a century ago.

Michael holds a BA in Political Science from Rutgers University and an MPA in Public Finance from New York University. He serves on the Rutgers Silicon Valley Advisory Board, contributes to the Rutgers Foundation, and coaches youth soccer.

A proud New Jersey resident, he lives there with his wife and their three children. He runs — trails, when he can find them — skis, golfs, and gets to the lake as often as the calendar allows.