



Workiva Appoints Michael Pinto as Chief Revenue Officer

November 5, 2025

NEW YORK--(BUSINESS WIRE)--Nov. 5, 2025-- [Workiva Inc.](#) (NYSE:WK), a leading, AI-powered platform for transparency, accountability, and trust, today announced the appointment of Michael Pinto as Chief Revenue Officer, effective November 6, 2025.

A veteran go-to-market leader, Michael brings more than 25 years of experience driving growth at some of the world's largest and most innovative technology companies. Most recently he served as the Senior Vice President and General Manager for the Americas at Databricks, a \$4 billion revenue run-rate data and AI company. Prior to Databricks, he held senior sales and leadership roles at Amazon Web Services, Medidata, and SAP.

"Michael's leadership experience, track record of scaling high-growth enterprises, and deep understanding of enterprise SaaS and unified data platforms align closely with what's required for Workiva's next chapter," said Julie Iskow, CEO of Workiva. "His strategic approach and customer-first mindset will help us strengthen execution, extend our global reach, and accelerate our growth."

As Chief Revenue Officer, Michael will oversee Workiva's Global Sales, Partnerships & Alliances, and Commercial Operations. He will focus on unifying and strengthening our global go-to-market organization, deepening relationships with customers and strategic partners, and driving execution excellence across all customer segments to accelerate our growth worldwide.

"I'm excited to join Julie and Workiva's leadership team and build on the company's incredible foundation," said Pinto. "With its AI-driven platform, broad solution portfolio, and strong partner ecosystem, the company is well-positioned for continued momentum and durable growth. I look forward to contributing to the next phase of growth and productivity."

About Workiva

Workiva Inc. (NYSE: WK) powers transparency, accountability, and trust. Finance, accounting, sustainability, risk and audit teams from more than 6,500 organizations, including over 85% of Fortune 1,000 companies rely on Workiva for their mission-critical work. We transform how customers connect data, unify processes, and empower teams in a secure, audit-ready, AI-powered collaborative platform. Learn more at [workiva.com](#).

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