



Robert Glenny
Regional Vice President, CTEP (Cable, Telco, Emerging Providers)
Cisco Canada

As Regional Vice President, CTEP (Cable, Telco, Emerging Providers) at Cisco Canada, Robert Glenny is responsible for the development and execution of sales strategies, contract negotiations, product /market segmentation, resource investments and product / service innovations for Cisco Canada's largest service provider sales region.

With over 15 years of industry sales and marketing experience in developing and implementing account plans, Robert joined Cisco in 1999, as a Major Account Manager of Service Providers where he was responsible for building business in the service provider marketplace. After which he became the Business Development Director focusing on TELUS, where he led the strategy that resulted in TELUS winning Cisco's Global Partner Innovation Award for managed security offerings.

Prior to joining Cisco, Robert oversaw the development of the Systems Integration channel for 3Com Canada.

Robert holds an Honours Business Administration degree from Wilfrid Laurier University.