



**Michael Nana Owusu**  
**Channel and Ecosystems Leader, Cisco Southern Africa**

Michael Nana Owusu joins Cisco Southern Africa as the Channel and Ecosystems Leader based in Johannesburg, South Africa as of 25<sup>th</sup> April 2016. He brings with him tremendous experience within Sales, and more predominantly Channel Sales, having managed a successful team of channel account managers and implementation consultants that sold and delivered to over 80 business partners in more than 50 countries worldwide at Sage Pastel International.

He has also recruited, developed and enabled partners in dormant territories for SAP on the African continent where SAP previously had no coverage. Before that, Michael worked within ICT at Microsoft where he grew all lines of business year-on-year and achieved the highest revenue of all time from a single business partner in South Africa.

He is a chief proponent of maximizing human potential and a firm believer in technology and its relations to society. As a result, he has coordinated Youth Leadership Programs aimed at transferring knowledge and educating young students on the art of public speaking and leadership. He also served as the Area Governor for a year at Toastmasters International.

Michael's customer and partner focus and deep passion for achieving shareholders value through the creation and execution of strategies will contribute to unearthing Partner and Customer potential in his role at Cisco.