



Courtney Dodds is the Managing Director of Cisco's Data Center portfolio in the Asia Pacific and Japan (APJ) region. He is responsible for the go-to-market strategy and sales for Cisco's Data Center software, hardware as well as partner alliances solutions. This covers a portfolio of server and hyper-converged infrastructure, data center networking as well as private and hybrid cloud management for the region.

Courtney brings over two decades of technology sales leadership experience to the APJ Data Center team and is passionate about helping customers leverage emerging technologies to modernise their data centers and accelerate their journey to the hybrid cloud.

Prior to his current role, Courtney was Director of the Data Center Portfolio for Cisco Australia and New Zealand (ANZ). It was here, that he helped lead Cisco's market transitions in ANZ into compute, software defined networking, private cloud and built a team that has captured and maintained the number one market share of x86 blade servers in Australia.

He is also the Co - Executive sponsor for the Cisco Connected Women in Australia Technology Network, a programme designed to help women develop their skills as individual contributors, managers, and executives as well as provide guidance to young women interested in IT careers.

Courtney joined Cisco in 2008 as a Business Development Manager where he worked with both commercial and public sector customers to address their data center infrastructure projects and challenges. Prior to joining Cisco, Courtney held a number of strategic sales and marketing roles at both HP and IBM.

He holds a Bachelor's Degree in Business from the University of Swinburne in Melbourne, Australia and is based in Melbourne where he lives with his wife and two children.