

Naresh B Wadhwa

*President and Country Manager
Cisco India & SAARC*

Naresh B Wadhwa is President and Country Manager of Cisco – India & SAARC and co-chair of Cisco’s India 3.0 Board. In this role, he is responsible for identifying and leveraging market transitions for Cisco and forging strong customer, government and partner relationships to drive local innovation in the region.

Leading Cisco’s efforts to enable business and country transformation, Naresh works in collaboration with the Cisco Globalization Centre East and the Cisco Engineering Organization (R&D) to develop and deploy disruptive technology and business models, for customers and governments across India and the SAARC countries, which can also be leveraged across the world. Technology intervention for inclusive growth in India is a personal passion for Naresh.



Building a resilient and talented leadership team for Cisco in India is another key area of focus.

An industry veteran of 22 years, Naresh joined Cisco India in January 1998 and has served in several roles, since. As part of the core team that helped nurture Cisco’s presence in the country, Naresh led the sales and relationship building efforts for key business verticals, helping to grow the business exponentially and laying a strong foundation for Cisco’s technology and market leadership.

Prior to taking over the India & SAARC leadership role in 2007, Naresh was based in Hong Kong for four years as part of the APAC leadership team. During this period, he took on several key roles which included driving the business strategy for Cisco’s foray into new markets for products and advanced technologies, as well as evolving the channel strategy to enable closer partner alignment and profitability, as part of the channels organisation. Prior to his move back to India, Naresh led the marketing function for Asia Pacific, helping to drive Cisco’s transformation to a technology solutions provider and trusted advisor to customers across the region.

Since Naresh’s appointment as the leader for India & SAARC, the region has emerged as one of the fastest growing geographies for Cisco globally. Over this period, Cisco India has been recognized and featured regularly amongst the top 20 information technology companies in the country, by the industry and media. As testament to this success, Cisco was ranked as the second largest communication and networking vendor, for the fiscal year 2010 – 2011 by Voice&Data magazine, considered the leading commentator on the Indian networking and communication industry. This is the first time Cisco India has achieved such a high ranking in the annual survey of companies in this domain.

Ranked among India's most influential technology leaders in 2008 by 'Great CIO', Asia's largest Social Network of CIO's, Naresh emphasizes the value of close government-enterprise partnerships. He works closely with many government bodies in India and is an active member of several chambers of commerce such as the CII and AMCHAM India.

Naresh is an Engineering Graduate in Electronics from the Mumbai University and before Cisco, has worked with 3Com Asia and Wipro Infotech. He lives in Mumbai with his wife and two children. Naresh and his wife are avid collectors of contemporary Indian art. He also has a passion for Indian theater and cinema.