



**Rajesh Chainani**  
**Senior Vice President, Service Provider**  
**Cisco India and SAARC**

Rajesh Chainani is Senior Vice President of the Service Provider business vertical, India and SAARC. He brings with him over eighteen years of industry experience in the telecom and datacom space where he has excelled at various functional areas including systems engineering, project management and marketing. Prior to the current role, Rajesh was Head - Service Provider APAC, Product Solutions Marketing, responsible for Cisco Service provider marketing across Asia Pacific.

With Cisco for over eight years now, Rajesh has been responsible for the successful incubation of disruptive technologies like metro Ethernet, packet Voice with SPs and the development of challenger accounts like Reliance, Tata, SLT etc. In addition, he has brought about excellent growth through innovative business models with Customer Advocacy and helped build strong market share for Cisco India in the service provider market. Rajesh was nominated for the RM award year 2005 for leading the Tata account to success.

Prior to Cisco, Rajesh worked with Newbridge network as Business and system manager for India operations. During his tenure at Newbridge, he has been credited with achieving leadership position for managed leased Line Data Network (MLDN) in India market as well as developing the technology transition roadmap for SPs from MLDN to ATM and IP network to migrate from TDM to Data networks. Rajesh has also held various positions at Indchem Communication Ltd. and Vikas Hybrids.

Rajesh holds a B.E. in Electronics and Telecommunication Engineering, Bombay University and diploma in Financial Management.