



Tonnie van Grinsven

Open, Dynamic Account Manager

Thought Of As:

Passionate about what he does and driven to get results, as Global Account Manager on the International Netherlands Group (ING) account.

Really Enjoys:

Helping people by connecting them, both inside Cisco and ING, resulting in tangible improvements for both companies.

Most Personally-Rewarding Projects:

Convincing a large customer to go for Unified Communications, a new technology at the time. Creating a great Cisco team to work on ING. Volunteering as financial officer for a foundation that gives musical performances to pre-school children.

Annual Holiday:

Cycling 100 kilometres a day with his sister and brother on small country roads in Poland, Germany, and France, and staying at different guest houses along the way.

Best Movie He Saw Recently:

"Burn After Reading," which made him laugh a lot.

Philosophy:

He tries to do things at work that give him energy, which comes from doing the right thing, making a difference, and overachieving goals.

Positive Traits:

He's a very open person, and it's his nature to tell all. He's open about being gay; about making mistakes, and about trusting and serving others.

For The Past 18 Years:

He has gone running with the same friend every week; they take turns making dinner afterwards.