



Hany Gabriel

Director, Asia Pacific Theatre Internet Business Solutions Group

Hany Gabriel is a director for Cisco's Internet Business Solutions Group (IBSG), Asia Pacific Theatre, where he works with the top executives of customers to identify and capture new business opportunities and improve business performance through the application of best practices and technology. He brings over 16 years of experience in the telecom and technology sectors in management consulting, private equity, sales and marketing and business development.

Prior to joining Cisco, Gabriel was a Vice-President at Alcatel in charge of mobile business in Thailand and Vietnam. Previously, he led the company's mobile business development activities in South-East Asia. At CDP Capital, Hany made new private equity investments and managed the firm's \$200 million portfolio in the Telecom, Media and Technology (TMT) sectors in South Korea and Greater China. At McKinsey's Telecom Practice in the U.S., he provided management consulting to Board of Directors and CEO's of service providers and equipment manufacturers. Hany started his career at LCC International, a mobile engineering service firm, where he held P&L responsibilities for Asia-Pacific and managed a team of 40 consultants designing and deploying mobile networks in the region.

Gabriel holds an MBA from Harvard University and an MSEE in Telecom from The George Washington University.



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