



Stefano Mattiello
GM: Emerging Africa

Stefano Mattiello has spent the past 30 years in the ICT (Information and Communications Technology) industry, working for various South African and global organisations, such as SAP, Sun Microsystems and Motorola. His experience ranges from working in small organisations to managing the regional office for large multi-national companies.

Although his initial qualifications and work-related experience were technical in nature; focusing on Application Software, he quickly moved into Senior Management positions, where he excels in various aspects of the roles. He has held Director level positions at Siltek, Sun Microsystems and Motorola, amongst others, with revenue and profitability targets to achieve, which he exceeds on a continual basis.

Stefano joined Cisco as the company's channel director for South Africa in April 2011. As channel director he played a key role in defining Cisco's channel strategy in South Africa, as well as rolling out the company's new sales model to partners. In August 2013, Stefano took on the responsibility for the Partner Led business for Africa, including South Africa. Overseeing all Partner Operations as well as the previous Commercial Segment across Africa.

In January 2014, Stefano took on the responsibility of General Manager for the Emerging Africa region, consisting of 45 countries across Africa spanning from Libya, through to Morocco, and across to Angola.