



## **ANGELA WHITTY**

Senior Director, Services UK & Ireland Sales  
Cisco International Ltd.

Angela Whitty has responsibility for Cisco's Service Sales business in the UK and Ireland. During her 22 year career in Cisco she has held numerous positions, always in services, as she progressed her way through the organization. She started Cisco in 1992 as a Contract Administrator working out of the Brussels office. Through the massive growth years in the 1990's Angela took on many challenges that allowed her to learn more about the organization and at times she held pan-EMEAR roles that meant extensive travel across the region where she was privileged to work with many different and diverse cultures. In 1999 she moved back to the UK to take on her first management role leading the High Touch Operations Management Team.

Angela is known for her decisiveness and clear-minded customer focus. Always in the Services area, she has a proven leadership track record in all segments including Service Provider, Public Sector and Enterprise and Commercial. She started her delivery career running the BT account, which grew significantly following successful roll-out of several flagship projects, including 21CN and HUCS. The highlight of tenure working with BT was to steer the delivery team that lead the role out and operation of the network in support of the 2012 London Olympic Games. A once in a life time opportunity that was the high point in her career to date.

Following on from that success Angela subsequently took over the rest of the UKI Service Provider accounts and eventually ended up running the entire Advanced Services business in the UKI. Over a number of years she grew the AS business to almost \$100m of revenue while consistently delivering the highest profitability across EMEAR.

In 2013 Angela moved to run the Service Sales Team for the UK and Ireland. A big change of direction, but one that has given her a much wider perspective on our largest customer

engagements.

A mother of two boys aged 14 and 11, she balances her career with a fulfilling family life.