



## **RACHEL GRAY**

Managing Director, UK & Ireland  
Service Provider and Media Sales,  
Cisco International Ltd.

Rachel is an 18 year veteran at Cisco. She joined Cisco's UK&I senior leadership team in March 2014, to run the Service Provider and Media vertical sales team. Prior to this move, Rachel has held a variety of senior sales management positions in the Services Sales, Strategy & Planning and the Service Provider Partner organization. Rachel also is the lead for Diversity & Inclusion for Cisco UK&I and is passionate about mentoring and sponsorship.

She is known for challenging herself, her team and her peers to think differently about how we engage to better understand our customers' business priorities to drive innovative business solutions and competitive advantage. Rachel studied Natural Sciences at Cambridge University where she achieved a BA Honours degree and a MA. Rachel lives in Godalming, Surrey, with her husband and three children - aged 12, 10 and 8. In her spare time (of which she has little), Rachel sings with a local choir, and is actively involved with running a local youth football club.