Steven Kinsey
Vice President, Canada West Operations
Cisco Canada

As Vice President, Canada West Operations, Steven Kinsey has regional responsibility for leading Cisco's field sales team in the private and public sectors across all Western Canadian provinces.

A 17-year veteran of the telecom industry, Kinsey joined Cisco in 2008 as Regional Manager for Western Canada's public sector team. In this role, he was responsible for business development and sales operations for the government, health, education, and utilities marketplaces. Kinsey joined Cisco Canada from Nortel Networks, where he served as Regional Manager for Western Canada and led both direct and partner operations teams. He came to Nortel through the acquisition of Bay Networks, where he managed teams in Western Canada and the United States.

Kinsey holds a diploma in yacht design and has a long history in boating from design, to construction, sales, and successful sailboat racing records. He has also attended executive training at Harvard Business School and the Banff School of Advanced Management and is active in board and committee work with BC NET.