



**Clayton Naidoo**

**General Manager, Sub-Saharan Africa**

Clayton Naidoo is the General Manager for Sub-Saharan Africa. He is responsible for executing a regional-wide vision and strategy that delivers transformational value to our customers and partners; driving growth across all segments in all architectures; managing and achieving operational excellence; and continuing to develop strategic relationships across entire ecosystem to drive a digital agenda for Sub-Saharan Africa.

Most recently, Clayton was Head of the Digital Transformation team for Cisco South Africa, where he was responsible for developing and implementing the Public-Sector strategy for South Africa as well as some of our largest Enterprise customers.

Prior to this, Clayton was the Regional Sales Manager for Strategic Accounts Southern Africa, where he overseed the development and implementation of the vertical strategy ensuring that he positions the business for growth and new business. He also fosters strong relationships with key customers and partners with the objective of supporting Cisco's strategic business outcomes.

Clayton joined Cisco in 2007 as the Channel Service Account Manager and was appointed to Regional Sales Manager for Enterprise solutions shortly after that. In that role, Clayton successfully led the first Project One Pilot in EMEAR, where he led the integration of the Product and Services sales teams. The pilot was so successful that Cisco South Africa's Enterprise Services Business doubled in FY14 and created a \$15m recurring revenue stream for the country. As recognition of his achievements, he was appointed into the role of Regional Sales Manager for the Public Sector vertical where his mandate was to revamp, grow and maintain the business.

Prior to joining Cisco, Clayton spent two years as an Account Executive at the Learning Resources Group, a management consulting and learning services organisation where his main task was organisational performance. His academic achievements include a Master in Business Administration (MBA) and a Diploma in Advanced Management from the Management College of South Africa.

Clayton can be described as passionate about organisational development, business strategy and innovation. He has achieved his greatest accomplishments through a combination of hard work, stewardship and ambition. He is married and has two children.