



Wayne Valentine

Senior Systems Engineering Manager

US Public Sector

Federal Civilian Operation

Cisco Systems

Wayne has been with Cisco for close to 20 years with 16 of those in a leadership capacity. He currently leads the Sales Engineering team focused on Cisco's Federal Civilian customers including Veterans Affairs and Defense Health Agency.

In his current role he is tasked with building and maintaining teams of System Engineers and Architects who are responsible for creating solutions that solve very challenging networking, collaboration, data center and security problems for Cisco's customers. In this role Wayne is partnered with an Operations Director who manages the teams of Account Executives who are partnered with the Sales Engineers.

Prior to taking this role in Cisco's US Public Sector segment, Wayne spent 5 years leading a Systems Engineering team in Cisco's Commercial segment. In that role his primary customers were mid-sized private businesses in the Washington DC metro region. Amongst his customer base were GWU Hospital, INOVA Health System, Riggs Bank and Gannett.

Before joining Cisco Wayne spent 2 years at Digital Equipment Corporation in their Network and Systems Integration Services group where he was a Solutions Architect.

Wayne's career began at the Mobil Oil Corporation where he spent 11 years working in their Fairfax, VA headquarters location. There he held various roles including Programmer Analyst, Systems Analyst, Network Engineer, Network Consultant and Database Administrator.