



Doug Dennerline
Senior Vice President and General Manager, Collaboration Software Group
Cisco

Doug Dennerline is Senior Vice President and General Manager of the Collaboration Software Group at Cisco. In this position, he is responsible for overseeing all aspects of the company's next-generation collaboration software solutions. This group is responsible for developing the company's Software as a Service (SaaS) strategy and products, including all WebEx conferencing and collaboration offerings. In addition, Dennerline is cochair of Cisco's Commercial Business Council, which leads the development and execution of Cisco's business strategies for the medium-sized business market.

Dennerline has close to ten years of leadership experience at Cisco and was previously Senior Vice President, U.S. Commercial, where he was responsible for all field sales, systems engineering, marketing programs, and operations necessary to achieve Cisco's projected growth in this market segment. Under his leadership, the Commercial team consistently achieved double digit year-over-year growth.

Previously, Dennerline was Senior Vice President of the U.S. Enterprise, Commercial and Federal Sales group, responsible for nearly half of Cisco's revenue. The aggressive segmentation strategy he adopted, realigning Cisco's U.S. sales force into customer-oriented market segments, remains in place today due to its proven and continued success. Dennerline joined Cisco in 1998 as Area Vice President for Sales in the Western U.S. Area.

Before joining Cisco, Dennerline spent 10 years at 3Com Corporation where he held numerous leadership positions. Specifically, Dennerline led the Northern American Systems Channels. Prior to that role, he was Managing Director of 3Com Asia while living in Hong Kong. He also played a key role in the opening of 3Com KK, a joint venture in Japan.

In 1993, Dennerline took a break from 3Com to join a startup venture called Global Village Communications as Vice President of Worldwide Sales. During his time at Global Village, the company went through its IPO, and Dennerline added marketing to his existing sales responsibilities.

Dennerline began his technology career as a sales representative for Hewlett Packard.

Outside of his daily responsibilities at Cisco, Dennerline actively participates as a member of the Arizona State University Information Systems Professional Advisory Board.

Dennerline holds a bachelor's degree from Arizona State University.