Frank Palumbo
Senior Vice President, Global Data Center Sales
Cisco

As Senior Vice President of Global Data Center Sales for Cisco, Frank Palumbo leads one of Cisco's strategic architectural sales teams and is responsible for $10B in annual sales for the company. This global team is focused on ensuring that people, businesses, and governments are accelerating their growth and optimizing their technology investment with the most innovative solutions across data center, analytics, software and cloud.

Since joining Cisco more than 20 years ago, Frank has helped to pioneer and expand Cisco into new, adjacent markets, building the foundation for Cisco's global data center architecture sales with data center switching and compute technologies. And more recently, growing strong market share as Cisco expanded to the software business with SDN and analytics.

In his previous role as Vice President of Americas Data Center Sales, Frank led his team to capture the number-two market share position in the United States for x86 blade servers, within two years of Cisco entering the server market. Prior to that, he led Cisco's sales organization for storage area networking, building and establishing the team and processes from the ground up.

Frank has a passion for running and has completed 18 marathons, including Boston, Chicago and Philadelphia – running the NYC Marathon every year since 2004. He has also completed 10 NYC triathlons.

Frank holds a degree in business administration from Rutgers University, and he serves on the board of the Rutgers Business School.

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