



Sean Robertson

Senior Director, Sales Operations, Defense

Sean Robertson leads Cisco's U.S. Federal Department of Defense (DoD) operations in Cisco's U.S. Public Sector Organization. With over 21 years of experience in the U.S. Federal market, he leads a team of more than 100 professionals and outside company partners to provide the technology that enables the U.S. Department of Defense to effectively carry out their mission of protecting and defending the United States of America. He is a leader in bringing major technological advances to DoD activities, such as big data, analytics, Internet of Things (IoT) and cloud solutions to expedite reform of services, processes, and technologies. Robertson's commitment to solution innovation and world-class technology architectures enables his clients to achieve their mission in an efficient and effective manner. In his tenure at Cisco, Robertson has built teams of world class regional managers, account managers, and engineers.

Prior to his current role, Robertson was the Operations Director for Cisco's Federal Architectures Operation. He led the sales team who provided emerging technologies, such as data center, collaboration, and security solutions, across the Federal Government. As part of Cisco's Federal Leadership Team, Robertson worked closely with the Defense, Civilian, and National Security leaders to drive profitable revenue growth for Cisco. Robertson also led Cisco's Public Sector Cloud Collaboration offerings to include the launch of FedRAMP certified HCS-G and Webex solutions that enabled government customers to take advantage of world class collaboration solutions from a secure cloud.

Robertson has also led Cisco's Federal Law Enforcement Region focused on the Department of Homeland Security (DHS) and the Department of Justice (DoJ). In that position, Robertson and his team provided innovative solutions to help DHS and DoJ carry out their mission of protecting the US from ever-evolving threats including cyber-attacks. Under his leadership, Cisco's Federal Law Enforcement Region increased revenue by 130%.

Throughout his seven-year career at Cisco, Robertson has played an active role in mentorship and development initiatives. He spearheaded the effort to launch Cisco's District of Columbia (DC), Maryland (MD), and Virginia (VA) Early in Career Network (ECN) Chapter. He serves as the Executive

Sponsor and provides personal career coaching for employees in DC, MD, and VA. Robertson is also a member of Cisco's Public Sector Inclusion Leadership Team.

Prior to joining Cisco, Robertson held multiple leadership roles at Kapow Technologies, Oracle, and CA Technologies. He holds a Bachelor of Science degree in Economics from The University of Delaware in Newark, DE.