
2021-August-30

Did you know? You can share this story using the social media icons on the upper left. Use the hashtag #WeAreCisco. You can also rate or comment on the story below.

Stop, Collaborate, and Listen

BY MAJKA KLEMMER AND JERRY SOVERINSKY

“I’m not the most interesting person,” says SVP of Global Collaboration Sales Scott Brown, genuinely curious why he is being asked to share his story with fellow Cisconians.

To characterize that as an understatement – coming from an Army vet who’s lived and worked across 16 countries, once sold his house to helm an RV and tour the U.S. with his family, made 79 successful airplane jumps, including one where he spent the night hanging from a tree – is quite simply an understatement.

And as he adjusts his mic, we’re ready to begin.

“I decided to join Cisco because of this amazing market opportunity, the leadership, the culture, and the technology,” Scott says, explaining his move from Amazon Web Services (AWS) six months ago.

After helping to foster the success of AWS, Microsoft, and others, the seasoned technology sales executive comes to Cisco eager to help us continue our rapid growth in the software-as-a-service (SaaS) area.

“I wanted to reach out to share just how incredibly excited I am to be here,” he wrote to team members on his second day on the job. “Cisco is a powerhouse in the industry, with a long history of market-leading collaboration solutions, and I am humbled by the opportunity to lead this global sales organization.”

Empowerment through tech



Team Brown, founded 1992. Scott and his wife Trisha, son Jesse, and daughter Brittany.

After landing at Cisco during the height of the pandemic, Scott quickly jumped in and leveraged our technology to build unity and create strong connections with team members scattered around the globe, unable to meet in person.

“The capabilities we have inside the [Webex portfolio](#) are incredibly valuable and are fundamental in building team cohesiveness, inclusion, and engagement,” he says. “Being able to join an organization where the level of personal engagement is so high allowed me to become plugged into groups and leadership teams around the organization. It was incredible.”

Webex continues to facilitate collaboration, inclusion, and productivity as we look to a [future of hybrid work](#), presenting opportunities and addressing challenges within Cisco and among our customers.

Poised to deliver on hybrid work

Scott recalls a time when he was living in Nebraska. Typically, he was the only remote attendee in team meetings.

He maintains our innovations in both hardware and software position us [to power hybrid work](#) and capitalize on the needs of employees working from anywhere.



Scott and his mixed-breed rescue dog, Zeeke.

“Employees need to be safe, secure, and have an opportunity to contribute in a way that is equally meaningful, regardless of where they are physically,” he explains. “And they need to feel included in the conversations.”

He continues, “Those requirements extend into our world: World-class security is our birthright and legacy; world-class networking is made possible with our world-class hardware and devices; and our collaboration capability is inclusive. This is an opportunity to bring the strengths of Cisco together in a single story that customers really want and need to hear.”

It’s that hybrid work story that Scott says he’ll focus on during this year’s IMPACT event. “It’s all hybrid all the time,” he teases. “It will be about hybrid workspaces, hybrid workforces, and what that

Getting the word out

There's another story Scott wants to tell, too. It's about promoting Cisco and what we can do.

“As we've heard our esteemed CFO Scott Herren say, we're the sixth largest software company in the world, but that's not widely known among our customers and partners,” Scott says. “We need to share that with them because our SaaS model is squarely where our customers want us to go.”

And it won't be difficult to tell this story, Scott says. Why? The strength of our brand.

“The brand recognition Cisco has with our customers around the world is truly as high as I thought it was while I was an outsider looking in,” he says. “We're held in the highest regard as a company – ethically, in terms of our business practices; and culturally, among our employees.”

As the conversation winds down, things inevitably turn to [Scott's LinkedIn profile](#). His profile header includes the infamous “Ice Ice Baby” lyrics from [Vanilla Ice](#).

“Stop, collaborate, and listen,” he says, repeating the lyrics. “It's right on.”

Related Links

- [Share your story](#)
- [Careers at Cisco](#)

This story was featured on the CEC global homepage – [make it your homepage](#).

Trending News

Recent News

Similar News

Average rating for this story

(5)

Click on the stars below to rate the story

4

Share your thoughts on the story here!

Comment on the story here

Submit

CHRISTIAN MASSEY

Great to know you even better Scott.

AUG 31 2021 03:57AM

MICHAEL DEDECKER

Awesome story, and Thank you for your service :)

AUG 30 2021 01:26PM

Great leader & great addition to the Cisco family! Love getting to know a bit more about each of our executives. We are going to crush it in the hybrid work market this year!

AUG 30 2021 01:10PM

DONNA HUTCHINSON

Global Collaboration Sales Rocks! Scott's a pretty cool dude for sure #wearecisco

AUG 30 2021 12:31PM

[Contacts](#) | [Feedback](#) | [Help](#) | [Site Map](#) | [Terms & Conditions](#) | [Privacy Statement](#) | [Cookie Policy](#) | [Trademarks](#)