



## Johnny Roland

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Johnny Roland is part of the Cisco Internet Business Solutions Group (IBSG) Financial Services Practice. He is responsible for IBSG executive engagements across banking, brokerage, and insurance subindustries. Until mid-2005, he headed the financial services sector for IBSG in Japan. His work with The Bank of Tokyo-Mitsubishi on implementing e-learning and knowledge management resulted in an enterprisewide implementation that generated millions of dollars in productivity improvements.

Before joining IBSG, Roland spent 18 months as a strategic account manager and business development manager for Japan, working to accelerate the introduction of Cisco's high-touch sales model into sales forces throughout the Japanese financial industry. He consulted with Japanese executives in banking, brokerage, and insurance to share Cisco and industry best practices.

Prior to joining Cisco, Roland spent six years in Japan with American Express as VP/general manager of their stored value group (annual sales \$1.2 billion), leading a local sales, marketing, and service team of 26 people.

Roland has a bachelor's degree from the University of California, Berkeley and an MBA from San Francisco State University. In addition, he studied for two years in Japan at Keio University and the Tokyo University of Foreign Languages. Roland achieved a Level 1 rating on the Japanese Language Proficiency Test.



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