



## Val Stoyanov

### Director, Retail/Consumer Packaged Goods Internet Business Solutions Group

Val Stoyanov is a director of the Cisco Internet Business Solutions Group (IBSG) Retail and Consumer Packaged Goods (CPG) practice. IBSG is an advisory group, committed to helping customers transform their businesses and realize business returns by using advanced solutions in innovative ways.

Stoyanov has devoted his career to helping business and IT executives in the public and private sectors globally succeed with their business-driven technology initiatives. His client advisory work has focused on vision, strategy, transformation, governance, innovation, and advanced solutions. Led by Stoyanov, Cisco IBSG has helped major organizations in public sector, retail, transportation, manufacturing, and financial services identify economic opportunities in excess of \$1 billion through deployment of networked processes and solutions. His diverse background, global experience, and broad solutions expertise enables him to take customers from consultation, to execution, to benefit realization.

Stoyanov is a high-tech industry veteran, with 20 years of leadership experience in engineering, sales, business development, strategic partnering, and consulting. Most recently, his advisory work has concentrated in retail, transportation, manufacturing, and government.

Prior to joining Cisco in 1999, Stoyanov held leadership positions at high-tech industry leaders such as Hewlett-Packard and Apple Computer.

Stoyanov has an M.Sc. in electrical engineering. He sits on the board of the Centre for Outsourcing Research and Education (CORE) in Canada, and is a frequent speaker at industry conferences.



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