

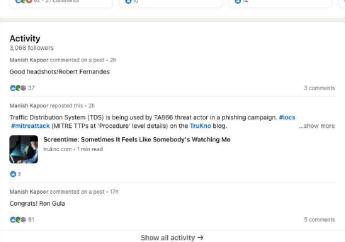
#### About

Manish is the founder & CEO of TruKno, a threat intelligence platform helping enterprises and security professionals keep up with the ever-changing cyber threat landscape

Prior to Founding TruKno Manish spent 10 years at Cisco systems focusing on Cyber Security Cloud Strategy & SDN/NFV/XaaS Business Models

Dedicated to helping the cyber security community get the intelligence they need to make informed security









Founder & CEO TruKno

Dec 2019 - Present · 3 yrs 3 mos

Greater Denver Area

TruKno is a Highly Curated Threat Intelligence SaaS Platform for the cybersecurity industry.



Cisco Systems

10 yrs 1 mo

Director of Sales and Business Development

Dec 2015 - Jun 2017 · 1 yr 7 mos Greater Denver Area

Led a team of sales BDMs that worked on large complex deals, TCO and Business Cases around Cloud/Managed Network & Cyber Security Services, Virtualization, SDN, NFV and X as a Serv ... see more

Sr. Sales Business Development Manager

Jun 2007 - Nov 2015 · 8 yrs 6 mos

Drove Cloud Strategy engagements with many large Global Service Providers (ATT, Verizon, Orange, Deutsche Telekom, Vodafone, Telstra, Rogers, TELMEX / America Movil, etc.) to help them tra ...see more

Motorola / Freescale Semiconductor

Feb 2001 - 2006 - 5 yrs Boston, MA

· Called on strategic and top emerging customers (i.e. start-ups) in the telecommunications equipment industry selling them Network/Communication Processors, Digital Signal Processors (DSP) ar ...see more



Product Manager

Motorola (Semiconductor Division) Jan 2000 - Jan 2001 · 1 yr 1 mo

- Acted as a Product Manager in four different product teams (8-Bit MCU, 32-Bit Communication Processor, DSP & Network Processor) as a part of the one year long technical sales training  $\rho$  ...see more



# Aircraft Simulation Engineer (Intern)

Jul 1997 - Dec 1999 - 2 yrs 6 mos Denver, CO

- Led a project for implementing the Autopilot for a Boeing 747-400 Aircraft Simulator.

...see more

#### Education



Harvard University
Masters Parallel Masters, Business Management 2004 - 2007

ALM - Masters, Business Management (Strategy & Finance)



University of Colorado Boulder

Bachelors, Electrical Engineering 1995 - 1999

# Skills

#### Strategy



Endorsed by Carlos Cordero and 2 others who are highly skilled at this



Prodorsed by 2 colleagues at TruKno



Endorsed by Mohammad Abdel-Khaliq and 10 others who are highly skilled at this



😭 Endorsed by 2 colleagues at TruKno

45 endorsements

# Go-to-market Strategy



Endorsed by Mohammad Abdel-Khaliq and 5 others who are highly skilled at this



😚 Endorsed by 2 colleagues at TruKno

43 endorsements

Show all 26 skills →

### Recommendations

Received



Given

Alex Krikos · 3rd
Product & Marketing Management: Cloud & Developer Programs February 12, 2010, Alex worked with Manish but they were at different companies

Manish has the rare combination of technical depth and business awareness in the cloud computing and services arenas. I've always been impressed with Manish's ability to not only understand the customer's problems, but also craft and execute tactical and strategic solutions. The customer has a strong advocate in Manish Kapoor -- he is fully committed to customer and has a thorough understan ... see more

### Honors & awards

Cloud Business Model Innovation Award

Issued by Cisco Systems · Jan 2013



Associated with Cisco Systems

# Teamwork and Collaboration Award

Issued by Cisco Systems - Jan 2008

Associated with Cisco Systems

## "Class Marshal" i.e. Valedictorian

Issued by Harvard University - Jun 2007

Associated with Harvard University

Honored as "Class Marshal" i.e. Valedictorian for the Harvard University evening school graduating class of 2007

Show all 5 honors & awards ->

### Languages

# English

Native or bilingual proficiency

### Hindi

Native or bilingual proficiency

