
July 17, 2026

Recommendation for Denny Trevett

I worked with Denny Trevett for over a decade at Cisco, across GTM and marketing, industry solutions, advanced technologies, customer experience, and strategic partnerships, before moving on to lead marketing at AI startups including DataRobot, Apollo GraphQL, and most recently Skan AI. Denny has been both a trusted partner and an incredible mentor to me, and his go-to-market instincts are among the sharpest in the business.

One example stands out: building a proposal to invest in new partner types, ISVs and ecosystem players, to unlock Cisco's next wave of growth, making the case directly to John Chambers and the board. Denny got the right people bought in early, worked through the finer details, and got things moving quickly. When a plan wasn't meeting expectations, he was a catalyst asking, "how can we adapt?" and helped the team move fast without losing momentum. He doesn't just tell you what to do; he gives you the tools and confidence to lead it yourself. He's also never afraid of the tough conversation, putting truth on the table while making alignment a priority, a rare combination of candor and care.

Best regards,

Jennifer

Jennifer Hewlette

Chief Marketing Officer · Skan AI