

Public Sector Leadership Bio



Raj Mukherji

VP Sales, SLED

Raj brings more than 20 years of experience leading enterprise and public sector sales organizations across the technology and telecommunications industries. He has a strong track record of building high-performing teams, shaping go-to-market strategy, and driving meaningful growth across complex and competitive markets.

Most recently at Spectrum Enterprise, Raj led a sales organization spanning SLED, public safety, and healthcare. Under his leadership, the team secured key contract vehicles like WiscNet in Wisconsin and the New York Umbrella contract—establishing repeatable pathways for long-term, multi-year growth. Prior to that, at AT&T, Raj played a key role in the go-to-market strategy behind FirstNet, the \$100B, 25-year nationwide broadband network dedicated to first responders—one of the most significant public sector initiatives in our industry.

Beyond the results, Raj is known for how he leads. He's passionate about building strong, inclusive sales cultures grounded in coaching, empathy, accountability, and performance. That mindset will be important as we continue to grow and scale our Public Sector business the right way.

Raj will play a critical role in advancing our SLED strategy—expanding our presence across key markets, strengthening customer relationships, and driving disciplined, sustainable growth.