



# Ronald van Kleunen

Business Development Manager/Sales AI,  
Wi-Fi, Security - Globeron

**CWNE #108**

## What is your level of industry experience?

Ronald brings over 30 years of experience in business and Information Technology, with deep expertise in Wi-Fi, CyberSecurity and Artificial Intelligence. He spent 17 years as an entrepreneur leading Globeron Pte Ltd (Singapore) and has held senior roles across major multinational companies including Cisco Systems, Motorola Solutions, Sun Microsystems, AT&T, and IBM Global Network Services in Singapore, Thailand, and The Netherlands. His work has consistently focused on global and regional strategic business development, sales, and technical leadership and certification training.

As a recognized pioneer in Wi-Fi and CWNT (Certified Wireless Network Trainer), Ronald introduced the CWNP program to the APJC region since 2005 as the first CWNP Education Center ("Authorized Learning Center"). He later expanded these initiatives into the Middle East and Europe and conducted multiple training programs at the USA Wireless LAN Professional Conferences (WLPC) and BICSI (Building Industry Consulting Services International) conferences.

He also played a key role in driving adoption of the CWNP program as critical skills development at governments, like Singapore's Infocomm Development Authority (IDA, now called IMDA), the Malaysian government (Pembangunan Sumber Manusia Berhad (PSMB)/Human Resource Development Fund (HRDF) , and the United Nations' International Telecommunication Union (ITU-D) training programs for their members.

## What are some highlights from your resume? (2-3 past positions, awards, innovations, etc.)

Certified Chief Artificial Intelligence Officer (CAIO) – recently completed, demonstrating executive-level expertise in AI strategy and leadership.

Cisco Systems, APJC – Served as Business Development Manager for Sales Enablement and Competitive Intelligence, based in Thailand, supporting regional growth initiatives across Asia Pacific.

Cisco Systems, ASEAN – Worked as a Product Sales Specialist for SD-WAN, driving adoption of next-generation networking solutions across the ASEAN region.

Cisco Sales Champion Award (2019) – Earned this competitive recognition while with Cisco Systems in The Netherlands, highlighting excellence in sales performance and customer impact.

## When did you first become interested in wireless?

My interest in wireless technology grew naturally from my early experiences with computing and networking. I grew up without a computer at home—my first was a TI-99/4A at age 10—and there was no internet, no mobile phones, no social networks, and only rotary phones and public phone booths. During my time at IBM, I was involved in building the early internet through cable and dial-in solutions, and later contributed to the growth of the .com era while at Sun Microsystems Singapore.

My formal journey into wireless began around 2005, when Wi-Fi was still in its infancy (IEEE 802.11/11b). A customer asked if I could deliver a Wi-Fi training course—so I built one myself. Not long after I discovered the first editions of the CWNA (PW0-100) and CWSP (PW0-200) books at Borders in Singapore. This sparked a deeper interest, and I reached out to Kevin Sandlin and Scott Williams of Planet3 Wireless, Atlanta, Georgia, USA and met later Devin Akin (CWNE #1) at a conference.

In July 2005, Globeron Pte Ltd, Singapore became the first CWNP Education Center in the Asia Pacific (APJC) region—later evolving into a Learning Partner, Authorized Training Partner, and Authorized Learning Center (ALC).

# What certifications do you currently hold?

I currently maintain a portfolio of professional certifications focused on wireless networking, cybersecurity, and AI leadership. These include:

## CWNP Certifications

- CWNE #108 – Certified Wireless Network Expert (since 23 Jan 2013)
- CWNA – Certified Wireless Network Administrator
- CWSP – Certified Wireless Security Professional
- CWAP – Certified Wireless Analysis Professional
- CWDP – Certified Wireless Design Professional
- CWISA – Certified Wireless IoT Solutions Administrator
- CWNT – Certified Wireless Network Trainer

## Other current Professional Certifications

- CAIO – Chief Artificial Intelligence Officer (since 2025)
- CISM – Certified Information Security Manager (since 2011)

I previously earned several additional certifications

Ref. <https://www.linkedin.com/in/rvankleunen/details/certifications/>  
including by CWNP Retired Certifications

- Wireless# (Wireless Sharp)
- CWTS – Certified Wireless Technology Specialist

# Why did you choose the CWNE path?

I chose the CWNE path because Wi-Fi has evolved from a “nice-to-have” convenience into a mission-critical, wireless-first technology driven by the explosion of mobile and connected devices. As wireless environments became more complex, it became clear that customers needed guidance from true experts—professionals who could design, secure, and optimize Wi-Fi networks at an advanced level.

## Where did you receive your training/education?

My wireless education began in a very hands-on, self-driven way. In 2005, the CWNP program was still heavily focused on the Americas, with very limited presence in Europe or the APJC region. I discovered CWNP through a bookstore in Singapore, where I found the original CWNA (PW0-100) and CWSP (PW0-200) books published by Osborne. With no local training options available, I studied all the material independently, using books, PowerPoint decks, and whatever resources were available at the time.

As the program grew, I later had the opportunity to learn from well-known CWNP experts such as Rick Murphy (CWNE #10), Gene “GT” Hill (CWNE #21) and Bryan Harkins (CWNE #44, author of the CWSP Sybex book), which helped deepen my technical understanding and instructional skills.

Much of my practical knowledge, however, came from large-scale real-world wireless projects, including:

- Land Transport Authority (Singapore): Migrating over 1,000+ buses from RangeLAN2 (FHSS) to IEEE 802.11n
- Civil Aviation Authority of Singapore (CAAS): Wireless deployments across Changi Airport terminals
- Military environments: Designing wireless solutions with strict security requirements
- Public Wi-Fi initiatives: Contributing to the development of Wireless@SG
- Work with customers across multiple verticals—healthcare, transport, universities, retail, telco, and container terminals—often involving specialized requirements and advanced test equipment

These experiences provided invaluable on-the-job learning, which I consider the most effective form of education.

## How long have you been involved in the CWNP certification process?

I have been actively involved with the CWNP program since 2005 when Globeron became a CWNP Education Center and began promoting the certifications throughout the Asia Pacific region, which was challenging. My personal certification journey started in 2007, when I earned my first CWNA (PW0-100) credential.

In addition to training and certification, I also contributed to the direction of the program by serving on the CWNP Board of Advisors (BoA) from July 2014 to 2017, helping support the growth and development of the CWNP certification ecosystem.

## What do you hope to accomplish?

While certification provides important validation that you truly understand the technology, my broader goal goes far beyond collecting credentials. I want to help elevate the overall quality, reliability, and security of Wi-Fi networks for end users, enterprises, and service providers.

Even today, we still encounter poorly designed or non-optimized deployments—what many call “Bad-Fi” ([www.badfi.com/badfi](http://www.badfi.com/badfi) by Eddie Forero) or “the Wi-Fi that never works.” Yet Wi-Fi has become essential to daily life, and people depend on it more than ever.

Through training, mentorship, and contributing to the CWNP community, I hope to help develop the next generation of wireless professionals—engineers who can design, deploy, and manage networks that deliver a consistently high Quality of Experience. As Wi-Fi technology continues to evolve in complexity, skilled professionals will be the key to ensuring networks become more reliable, more secure, and more user-focused over time.

## Why did you choose CWNP and its certifications over other industry designations?

Throughout my career, I’ve focused on broad, industry-recognized, vendor-neutral, standards-based training certifications such as CISSP, CISM, SANS/GIAC, and ITIL, because they provide knowledge that applies across all technologies and environments.

CWNP fits naturally into this approach by offering deep wireless knowledge without tying the skills to a single manufacturer’s product line.

At the same time, vendor certifications are still essential when working directly with manufacturers or partners. My first certification was the Cisco CCNA in 1999, and over the years I also earned credentials from Motorola, Sun Microsystems, IBM and many others. These help with product-specific skills, while CWNP provides the independent, foundational wireless knowledge that supports any Wi-Fi solution.

## What value will your CWNE provide to you, your clients, and/or your company?

Just as you would seek advice from a certified medical specialist, organizations increasingly expect their wireless consultants to hold credible, industry-recognized certifications, like CWNE.



## What aspects to becoming certified do you feel are most important?

CWNE represents the highest expert standard in the Wi-Fi industry, and pursuing it allowed me to validate my expertise, better support customer decision-making, and contribute meaningfully to the growth of modern wireless infrastructures

## What was the hardest part of the whole process and how did you overcome it?

From a sales perspective it was difficult to sell the CWNP program initially to get it off the ground, because of the early days of Wi-Fi and the unawareness, the value it gives for jobs. Employers slowly are making it a mandatory requirement.

Also the early CWNA, CWSP, and CWAP exams were extremely challenging; many professionals struggled to pass, myself included (e.g. try one of the earlier CWNA PW0-100 practice tests) and the path to CWNE required studying the IEEE 802.11 standard! Important is to pay a lot of attention to details.

Today, with Certitrek's refinements, the exams are more accessible, which has helped expand global adoption of the CWNP program and strengthen the Wi-Fi industry overall.

## What would you say to anyone considering a CWNE designation?

The CWNA is the cornerstone of the CWNP program—it provides the foundational knowledge that all other certifications build upon, ultimately leading to the CWNE level. Learning Wi-Fi is a journey, as the technology constantly evolves through IEEE 802.11 standards and amendments (Wi-Fi 5, 6, 7, 8, and beyond).

Achieving CWNE not only demonstrates deep technical expertise but also gives you global visibility in the wireless community. The Wi-Fi community itself is welcoming and collaborative, and participating in it—through training, conferences, and speaking engagements—can be incredibly rewarding. For example, I spoke at the first Wireless LAN Professional Conference (WLPC) in Austin, Texas in 2014, and have continued sharing insights at subsequent events <https://www.youtube.com/@globeronrvk>

For anyone considering CWNE, my advice is to embrace the learning journey, engage with the community, and use the certification as a platform to grow your expertise and impact the Wi-Fi industry

# To whom would you recommend the CWNE program?

I would recommend the CWNE program to anyone working in the Wi-Fi domain.

Vendors and partners: To gain a deep understanding of the Wi-Fi products, solutions, and services you are selling, and to understand their real-world impact when deployed or migrated by customers.

Customers and network operators: For those responsible for running Wi-Fi networks 24x7x365, CWNE-level knowledge helps ensure service availability, optimize performance, and effectively troubleshoot using the tools and management solutions available—minimizing operational impact on the business.

In short, CWNE is valuable for anyone who wants to design, deploy, manage, or advise on Wi-Fi networks at the highest level of expertise!