



TOP 55

## Channel Visionaries – 2017 TOP 55 Cloud Channel Executives

### Maureen Perrelli, VP Worldwide Cloud Channel Sales at Oracle Corporation

**BIO:** Maureen Perrelli is the Vice President of Worldwide Cloud Channel Sales at Oracle. With more than 420,000 customers and deployments in more than 145 countries, Oracle offers a comprehensive and fully integrated stack of cloud applications, platform services, and engineered systems.

Maureen Perrelli was appointed VP of Worldwide Cloud Channel Sales in September of 2016 to build the strategy and oversee the execution and growth within channel business for cloud. Strong emphasis for this leadership role is around shaping the global channel cloud landscape for Oracle within all areas of the business.

Prior to joining Oracle, Maureen was the Vice President of Global Channel Sales at General Electric Oil and Gas Digital Solutions Division. Maureen drove continuous growth within the \$1.4 billion dollar channel business. Focus for this leadership role was around shaping the global channel sales strategy for GE within but not limited to: sales, strategy, process improvement, Inside Sales, training and development and compensation structure for both digital solutions and components business.

Maureen's expertise also comes from her time with EMC Corporation. Maureen Perrelli was appointed head of Global Channel Distribution in 2014 after overseeing Americas Channel Distribution Sales for the prior 5 years. In her role, Maureen was primarily responsible for driving the success of EMC's \$4Billion Distribution business. Maureen set the goals, programs and direction for EMC's Distribution Sales strategy. She managed a team of channel sales professionals who develop Distribution-focused sales programs and drove EMC's Distribution partner's success through comprehensive, coordinated account management activities including: business planning; enablement; demand generation; and sales productivity initiatives.

Maureen joined EMC in 1993, holding various roles across the company, spending most of her EMC career in support of EMC's World-Class Sales program.

Maureen holds a Bachelor of Arts degree from Franklin Pierce University and is currently based at Oracles office in Burlington, MA.

**Achievements in 2016:** TBA

**Plans for 2017:** TBA



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