



TOP 55

Channel Visionaries – 2017 TOP 55 Channel Chiefs

Brooks McCorcle, President, AT&T Partner Solutions at AT&T

BIO:

As President of AT&T Partner Solutions, Brooks McCorcle leads the majority of the Fortune 10 company's indirect distribution channels. She is responsible for extending the reach of AT&T's products and services through the more than 2,500 service and solution providers around the globe that are supported by her organization.

In 2013, Brooks was asked to create a new distribution model for how AT&T goes to market. Along with her team, she created a first-of-its-kind reseller program from scratch and launched it in 90 days. The organization, now known as AT&T Partner Exchange®, expands AT&T's reach in the marketplace using new technology. The organization provides customers more flexibility to choose how they want to work with AT&T, igniting their own transformation and helping them innovate the way they do business.

As a respected leader in her field with over 25 years of industry experience, Brooks has laid the foundation for innovative solutions that help drive value to AT&T. From holding positions within Mergers & Acquisitions to leading Investor Relations, she has made an impact in bridging the communication gap between our network and solution providers. She is also a strong advocate for the advancement of women within AT&T and throughout the industry.

Achievements in 2016:

Brooks has always loved the opportunity to innovate. Recognizing the growing IoT market, she led her team in opening new paths to the technology for solution providers. In 2016, AT&T Partner Exchange introduced AT&T Control Center, a cloud-based platform that gives solution providers the foundation to deploy, manage and scale IoT devices, connecting them nationwide to the AT&T 4G LTE network. The platform brings IoT opportunities within reach of enterprising solution providers and helps them get in front of the customer need to increase the value they can provide. To further help solution providers, AT&T Partner Exchange also released "A Channel Executive's Guide to Mobility, an easy-to-digest guide to help solution providers better understand how to grow with mobility. AT&T continues to see strong engagement with the guide, which highlights the channel's deep interest in learning how to capitalize on mobility opportunities.

Plans for 2017 and Beyond:

In 2017, Brooks expects to continue driving program success and leadership to advance the channel. She is actively working to scale the program to drive mutual growth in the market. She also working with her team to deliver new self-service tools, APIs and comprehensive training to increase agility in the marketplace to help solution providers' growth. Brooks is also committed to delivering integrated

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solutions so that solution providers can create the comprehensive solutions their customers need to take advantage of current and emerging trends.



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