



2018 Women of the Channel Details

Meghan Neilan
Director, Sales, BCM One

Biography and Background:

I graduated Montclair State University in 2005, with a degree in Marketing. In 2006 I joined the BCM One team, as an Account Manager. I have been promoted 5 times, and currently run our direct sales department. In the eleven years of managing telecommunications supplier services for medium to enterprise sized clients of every type, I have learned just how important any client's voice and data services are to their business. With cloud technologies further changing our industry, BCM One will provide an even greater value to our clients. Whether a client is a hospital, a global bank or even just a single location retailer, their ability to communicate efficiently and reliably with the outside world has always been understood to be my number one priority to deliver to them. By working at BCM One and its diverse list of over 50 carriers. I have a strong understanding of the current technology offerings for both voice and data solutions. As Director of Sales here at BCM One, my primary goal is to provide the best overall customer experience in the Telecommunications industry. My team's responsibility is to act as a single point of contact for all of their clients.

How have you personally helped advance your company's channel business over the past year?

Our main goal in 2017 was to educate our clients on the changes in our industry and create customized solutions with the right partners for them. This led to many of our clients working with new carriers, they had not worked with in the past. This grew our channel sales and strengthened our relationship with these carriers and partners. Finding the right partner is critical as clients are looking for long term relationships to fit their strategic needs.

What are your goals for your company's channel business over the next year?

Grow our \$2 million base of business by 10%. - Migrate all legacy voice clients to SIP, Hosted VOIP, or Skype for Business - Educate all clients on SDWAN - Introduce optimization into all our Enterprise accounts, including TEM and Cloud Optimization.

What honors, awards or commendations have you won over the past year?

I was honored to be named BCM One's 2017 Employee of the Year. I was chosen by BCM One's Board as a result of the work I did with our client base, internally, and with our partner community. It was a great honor to be chosen among our 100 employees. A sales person has never won this award before. - 2017 BCM One President Club Achiever.

Outside of your family, please name a woman you admire and why:

Ellen DeGeneres. I greatly admire Ellen's outlook on life. She did not have an easy road to get to the success she has achieved, but you can tell she puts her whole heart into everything she does. She works extremely hard to bring laughter and love to her audience. In addition, she used her fame and power to help various charitable organizations. She is an inspiration to men and women of all generations that it is not only ok, but a blessing to be considered different.

What advice would you give your 16-year-old self?

Try something new every week. There is always a lesson to be learned in all experiences so never stop growing and working on improving yourself!

If you could master any new job-related skill, what would it be and why?

I would like to be more technical in my job. Both within our operating systems and in the solutions, we recommend to our clients. The more technical knowledge and skills I have, the more of an impact I can make.

What's the best book you read this past year and why did you like it?

Big Little Lies. It was an easy read, with a very powerful message. All women should know their worth and have the confidence to stand up for themselves in a toxic relationship or situation. As a working mom, the story lines really hit home about being there for your children, fighting against bullying, and creating a balance in your life.