Chris Webber

Director, Strategic Alliances at International Data Corporation (IDC)

Framingham, MA, US

Chris Webber is Director of Strategic Alliances at IDC.

Description

Chris Webber is Director of Strategic Alliances responsible for working with the Strategic Alliances Leadership Council (SALC) members to define and research key topics that affect strategic alliance investments, and provides analysis into alliance trends, best practices and benchmarking. In addition, Chris evaluates in-depth council discussions on cloud, economic pressures on alliances, key performance indicators and alliance organizational best practices and provides key thought leadership related to future industry trends and market direction.

Prior to joining IDC, Chris led a team that advised executive management at Cisco Systems in support of key corporate strategic initiatives (IoT, Cloud, SDN, Security, Digitization), programs, and investments through the development of critical research and analytical data as well as thought leadership related to future market trends. Chris has over 20 years of practical experience in the IT industry with additional assignments in channel and alliances, strategic planning, market and competitive intelligence, business line management, product and services management, and business development at Cisco, Nortel Networks, and Bay Networks.

Topics

Channels and Alliances Trends , Strategic & Business Planning, Competitive Intelligence

Education

Northeastern University
Bachelor of Science

Babson College's F.W. Olin Graduate School
Master of Business Administration

Please click here to view the full profile.

This profile was created by Expertfile.