

Daniel O'Boyle Kelly

Vice President, IDC Global Partnering Practice, Custom Solutions at International Data Corporation (IDC)

Toronto, ON, CA

Daniel O'Boyle Kelly is the Vice President for IDC's Global Partnering Practice

Description

As Consulting Vice President, Daniel O'Boyle Kelly is the practice leader for IDC's Global Partnering Practice. With a team of specialized channel and alliance analysts, he provides strategic advice and counsel to global IT vendors implementing next generation partnering initiatives. IDC's Partnering Practice develops actionable partner intelligence and tools to help companies design, execute, and manage successful partnering programs. Prior to his current role, he was the Consulting Director for IDC's Global Software Business Strategies Group.

His current role draws upon over 18 years of North American and international market research and consulting engagements, including 6 years of experience living and working in Europe.

Prior to his current role, Daniel worked for IDC in Europe and with Lindberg International. He has an MBA in Global eBusiness Management from Copenhagen Business School and a Bachelor of Science degree in International Business. He is based at IDC's Toronto office.

Topics

Partner Strategy, Channel Strategy, Strategic Alliances, Routes to Market

Education

Harvard University

Negotiation Skills Strategies for Increased Effectiveness, Professional Development

Copenhagen Business School

M.B.A. eBusiness

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