



## Meaghan Kelly

Vice President, Channel Sales Development and Strategy, Solution Partners Organization – Americas

### Hewlett-Packard Company

Meaghan Kelly is vice president of channel sales development and strategy within the Solution Partners Organization (SPO) – Americas at HP. In this capacity, she is responsible for driving partner growth and HP channel leadership in the small and midsize business (SMB) market.

With more than 16 years of strategic business planning experience, Kelly oversees HP's SMB pipeline management and forecasting processes and works across the company's three business units to develop and implement growth strategies with SPO's SMB sales, partner marketing, and regional business unit teams. She also chairs the company's SMB Partner Advisory Council.

Kelly joined HP in April 2008, serving as director of sales development and strategy for SPO, for which she developed and implemented channel sales strategies and managed HP's long-term channel growth and development plans.

Prior to HP, Kelly held several strategic business development positions at companies including Quantum, Veritas and Motorola.

Kelly has a bachelor's degree in international business and economics from University of Puget Sound in Tacoma, Wash.

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