

Michael Ginsburg, BCN VP of Sales, Recognized as a 2017 CRN® Channel Chief

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Morristown, NJ, February 20, 2017 – BCN, a NJ-based technology service provider specializing in multi-location, multi-product aggregation announced today that CRN®, a brand of The Channel Company, has named Michael Ginsburg, Vice President of Sales, to its prestigious list of 2017 Channel Chiefs. The executives on this annual list represent top leaders in the IT channel who excel at driving growth and revenue in their organizations through channel partners.

Channel Chief honorees are selected by CRN's editorial staff on the basis of their professional achievements, standing in the industry, dedication to the channel partner community and strategies for driving future growth and innovation. Each of the 2017 Channel Chiefs has demonstrated loyalty and ongoing support for the IT channel by consistently promoting, defending and executing outstanding channel partner programs.

In naming Ginsburg a 2017 Channel Chief, CRN recognizes his success in designing and developing successful channel sales programs during his more than 20-year tenure in the telecom industry. Specifically, his leadership of the BCN Sales and Sales Support Team in a time of explosive growth.

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