BRYAN CHRISTIAN WALKER, M.S.M.

VICE PRESIDENT OF SALES | ENTERPRISE REVENUE LEADER | TEAM BUILDER

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EXECUTIVE PROFILE

Vice President of Sales and enterprise revenue leader with 10+ years of experience building teams, scaling markets, and leading complex B2B sales across healthcare technology, SaaS, workforce management, and staffing. Currently leads 7 Enterprise Sales Directors responsible for more than $30M in annual new contract value. Promoted to Vice President after building RingoVMS's enterprise sales foundation and generating $10M+ in enterprise contracts. Previously created a technology-focused service line that secured $20M+ in contracts and scaled a regional business portfolio from approximately $2M to $60M+. Seven-time President's Club recipient known for developing leaders, creating accountable sales cultures, and turning growth strategy into measurable revenue.

LEADERSHIP IMPACT

- Lead 7 Enterprise Sales Directors responsible for $30M+ in annual new contract value by setting market strategy, coaching enterprise pursuits, strengthening pipeline discipline, and aligning execution to company growth goals.
- Generated $10M+ in enterprise contracts and earned promotion to Vice President within 11 months by building RingoVMS's enterprise sales function, expanding executive relationships, and establishing a scalable market-development approach.
- Secured $20M+ in enterprise contracts and increased SaaS adoption 70% by creating and scaling a technology-focused service line at SnapCare and leading 14 domestic and international sales leaders.
- Scaled an assigned Maxim Healthcare portfolio from approximately $2M to $60M+ by expanding strategic accounts, opening new market opportunities, and leading a 17-person recruiting organization.

EXECUTIVE SALES CAPABILITIES

Sales Team Leadership | VP Sales Leadership | Revenue Growth | Enterprise SaaS | Go-to-Market Strategy | Sales Coaching & Talent Development | Forecasting & Pipeline Management | C-Suite Selling | Complex Contract Negotiation | Strategic Accounts | Market Expansion | Sales Operations | Healthcare Technology | Workforce Technology | Strategic Partnerships | Cross-Functional Leadership | P&L / Commercial Strategy | Private Equity & MSO Relationships

PROFESSIONAL EXPERIENCE

RINGOVMS | Atlanta, GA | Jun 2026 - Present

Vice President of Enterprise Sales

- Lead 7 Enterprise Sales Directors and oversee an enterprise organization responsible for $30M+ in annual new contract value, aligning territory strategy, coaching, forecasting, pipeline execution, and executive-level pursuits to corporate growth priorities.
- Drive enterprise go-to-market strategy for vendor-neutral workforce management, scheduling, and healthcare SaaS solutions by translating market needs into sales plays for health systems, physician groups, MSOs, and private equity-backed organizations.
- Strengthen sales performance by establishing expectations, inspecting pipeline quality, coaching complex deal strategy, and partnering with executive leadership on forecasting, positioning, pricing, and long-range commercial planning.
- Expand C-suite relationships and guide complex enterprise cycles from qualification through executive presentation, negotiation, contracting, and implementation alignment.

RINGOVMS | Atlanta, GA | Jun 2025 - May 2026

Director of Enterprise Sales

- Generated $10M+ in enterprise contracts while building the foundation for the enterprise sales function, creating repeatable processes for pipeline development, account pursuit, executive engagement, and market penetration.
- Earned promotion to Vice President within 11 months by combining individual commercial performance with organizational leadership and scalable sales-process development.

SNAPCARE | Atlanta, GA | Jan 2023 - Jun 2025

Vice President, Acute Care Sales & Business Development

- Secured $20M+ in enterprise contracts by creating and scaling a technology-focused service line, defining its go-to-market strategy, pricing, positioning, client acquisition model, and executive sales motion.
- Led 14 sales leaders across domestic and international teams by setting performance expectations, coaching business development execution, and aligning the organization around revenue and expansion priorities.
- Increased SaaS adoption 70% by strengthening enterprise sales strategy, C-suite relationship development, and strategic partnerships across healthcare organizations.
- Advised executive leadership on forecasting, market opportunities, strategic investments, competitive positioning, and commercial priorities for acute-care workforce solutions.

MAXIM HEALTHCARE STAFFING | Atlanta, GA | Dec 2015 - Jan 2023
Senior Business Development Manager | Progressive Sales & Leadership Roles

- Scaled an assigned regional business portfolio from approximately $2M to $60M+ by acquiring strategic accounts, expanding existing relationships, and executing market-growth strategies across healthcare workforce services.
- Supported an average of $130M+ in annual regional revenue through sales planning, account-growth initiatives, operational alignment, and leadership across multiple operating divisions.
- Led, coached, and developed 17 recruiters by building accountability around activity, client development, talent delivery, and performance, with 15+ team members advancing into leadership roles during tenure.
- Earned President's Club recognition seven consecutive years by consistently exceeding revenue, growth, market-expansion, and organizational performance goals.
- Advanced through multiple promotions after joining as a recruiter, building a career around team development, business growth, and operational execution.

EDUCATION

SOUTHERN NEW HAMPSHIRE UNIVERSITY | Master of Science in Management, Healthcare Administration | 2016
TROY UNIVERSITY | Bachelor of Science in Rehabilitation Counseling | 2012

BOARD & COMMUNITY LEADERSHIP

Board Director, Cactus Cancer Society | Board governance, strategic oversight, partnerships, community engagement, and organizational sustainability.
Additional Leadership: Stupid Cancer Diversity Council | CancerCon Steering Committee / Speaker | Elephants & Tea Young Adult Cancer Conference | Lacuna Loft | Habitat for Humanity