



Executive Biography

Mary Beth Walker

Head of Go-to-Market Channel Strategy
HP Inc.



Mary Beth Walker is a seasoned sales executive with a wide range of experience in go-to-market (GTM) strategy and business planning.

She heads HP's Channel Strategy organization, with responsibility for how the company executes its go-to-market strategy with channel partners. Currently she is leading a major initiative to rebuild HP's channel ecosystem to accommodate market dynamics and continue to propel the company forward as a recognized leader of channel programs and strategies within the industry.

Since joining HP in 2011, Mary Beth has held a variety of leadership roles, including management of the HP global program, running the worldwide GTM strategy team and managing the GTM team during the Hewlett-Packard Company separation in 2015.

Prior to joining HP, Mary Beth held progressive sales leadership roles at Sun Microsystems including product sales, inside sales, professional services sales and delivery, and global business operations.