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Mary Beth Walker

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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 and Enablement organization, with responsibility for designing and enabling the company and partners to execute HP's go-to-market strategy. Currently she is leading a major initiative to rebuild HP's partner ecosystem to accommodate market dynamics and continue to propel the company forward as a recognized leader of channel programs and strategies within the industry. She is passionate about sustainability efforts and is responsible for championing the industry-first sustainability program for partners, HP Amplify Impact, that was introduced in 2021.

Since joining HP in 2011, Mary Beth has held a variety of leadership roles, including management of the HP global accounts program, running the worldwide GTM strategy team and managing a number of M&A projects involving partners.

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 sales operations.