



Kyle Kayler

Senior Sales Leader — Healthcare & Enterprise Security | Western US (open to global travel)

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Healthcare security

AI/ML video intelligence

RTLS

Access control

Channel partnerships

Positioning

Relationship-first senior sales and business development leader with a technical foundation in Electronic Engineering. I build trusted partnerships with health systems and ecosystem vendors to launch new territories, enable channels, and accelerate complex enterprise cycles.

Proof & Metrics

- Built a **\$30M+ pipeline** launching a new healthcare vertical.
- **Doubled revenue** with a top-5 IDN by expanding into previously unserved regions.
- Grew territory pipeline from **\$200K to \$9M** at BriefCam.

Core Capabilities

Sales & GTM: New business development, territory launch, ABM, pipeline growth, forecasting, proposals.

Partnerships: ISV collaboration, integrator enablement, channel development, partner training, sales playbooks.

Solution/Technical: VMS, AI/ML video intelligence, RTLS, access control, system design, demos, integrations.

Methods/Certs: Challenger Sales; Lenel master-certified; Pelco designer/technician; PSNP Level II.

Selected Experience

- **Convergint — Business Development Manager, Healthcare (Western US):** Launched new role; expanded IDN relationships; enabled teams on RTLS, digital whiteboards, wayfinding, and virtual care/tele-sitting.
- **BriefCam — Regional Sales Director:** Built new territory and integrator ecosystem; accelerated adoption across healthcare and public safety.
- **vidIO Systems, Mirasys, Vantter:** Built GTM frameworks, sales playbooks, partner programs; implemented marketing/CRM tooling.

Affiliations

American Red Cross — Board Member (Greater Inland NW) • ASIS Eastern Washington Chapter 154 — Past Vice Chair, Treasurer • ASIS National Healthcare Committee — Associate Member

Quick Links

- Connect on LinkedIn: [linkedin.com/in/kylekayler](https://www.linkedin.com/in/kylekayler)
- Book a meeting: calendar.app.google/BCgvrJm2SoYtFbBS9
- Email: kylekayler@gmail.com

References available upon request.