



# Kyle Kayler

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

Newman Lake, WA • [kylekayler@gmail.com](mailto:kylekayler@gmail.com) • (509) 475-6617 • [linkedin.com/in/kylekayler](https://www.linkedin.com/in/kylekayler)

Healthcare security

AI/ML video intelligence

RTLS

Access control

Channel partnerships

## Profile

Relationship-first senior sales and business development leader with 30 years in physical safety and enterprise security. Blends technical credibility (Electronic Engineering) with partner enablement to launch new roles/territories, grow channels, and accelerate complex enterprise cycles across healthcare and adjacent verticals.

## Core Skills & Technologies

**Sales & GTM:** New business development, territory launch, quota-bearing selling, pipeline building, account expansion, ABM, forecasting, proposals.

**Partnerships & Channels:** Integrator enablement, channel development, ISV collaboration, partner training, sales playbooks.

**Solution / Technical:** Video management, AI/ML-enabled video intelligence, RTLS, access control, system design, demos, integrations.

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

## Experience

**Convergint — Business Development Manager, Healthcare (Western US)** Jan 2023 – Aug 2025

- Developed the Western US for a newly created healthcare role; expanded IDN relationships and key account coverage.
- Enabled teams on RTLS, Digital Whiteboards, Wayfinding, and Virtual Care/tele-sitting solutions to broaden offerings.
- Built consultative training and partner alignment to support adoption in complex, multi-site healthcare environments.

**vidIO Systems & Mirasys — Fractional VP of Sales & Regional Sales Manager** Sep 2021 – Dec 2022

- vidIO Systems (Server HW): Co-built eCommerce launch and GTM; established marketing strategy and partner program.
- Mirasys (VMS): Stood up sales strategy, team and playbook; implemented marketing/CRM tools; grew key accounts and channel reps.

**Vintra.io — Sales Director** Jan 2021 – Sep 2021

- Drove full-cycle enterprise sales; collaborated with marketing on ABM to improve lead-to-opportunity conversion.

- Managed key accounts focusing on long-term relationships and consistent quarterly performance.

#### **Vantter LLC — Consultant / Business Development** Nov 2020 – Dec 2022

- Sales & marketing leadership for startups in the physical security industry; created sales frameworks and enablement.

#### **BriefCam — Regional Sales Director (AK, WA, ID, OR, N. CA & W. Canada)** May 2019 – Nov 2020

- Developed a new territory by expanding certified integrators and adding enterprise clients across healthcare and public safety.
- Shortened 12–18 month sales cycles through relationship-led, consultative selling and executive engagement.

#### **Oncam — Regional Sales Director, Western US & Canada** May 2017 – May 2019

- Operated in a startup context providing market insights; expanded channel reach and sales capacity via rep networks.

#### **Arecont Vision (now idis) — Regional Sales Manager, Pac NW & W. Canada** Feb 2013 – May 2017

- Owned multi-state/province territory; led sales activity, project development, demos, and alliance manufacturer training.

#### **Additional Experience**

- IQinVision (now Vicon) — Regional Sales Manager — 2011–2013
- Aronson Security Group (Everon) — Account Executive — 2000–2011
- Integrated Security Technologies — Owner — 1997–2000
- Allied Fire & Security — Project Coordinator — 1993–1997
- Providence Health & Services — Engineering Apprentice — 1990–1993

#### **Affiliations**

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

#### **Education & Certifications**

- Associate of Applied Science — Electronics Engineering Technology — Spokane Community College
- Lenel Systems — Master Certified (Access Control hardware & essentials, Advanced Access Control, Digital Video, Extended Products, Enterprise)
- Pelco VSI — Certified System Designer & Technician (Endura)
- IP Institute — PSNP Level II

#### **Partners & Technologies**

HID Global • LenelS2 (Honeywell) • Milestone Systems • Genetec • Axis • Ambient AI • GuardRFID • TeleRay • Motorola • Life Safety Power • Avigilon

References available upon request. Open to extensive domestic and international travel.