



Mel Walker

Senior Vice President and General Manager of Sales and Business Services

As Senior Vice President and General Manager of Sales and Business Services (SBS), Mel Walker helps drive business strategy in support of achieving the mission of the Center for Internet Security (CIS). She is responsible for the Sales, Sales Operations, Business Analysis, Business Development, Marketing and Communications, and Customer Experience functions, serving all sectors.

Walker joined CIS in 2022 as Senior Vice President and Deputy of SBS, overseeing the development of business strategies and policies. She also worked on the development and implementation of enhanced procedures and management methods to effectively and efficiently achieve organization and mission goals.

Prior to joining CIS, she served as a Managing Principal at Deloitte & Touche, where she led teams in building a managed services and advisory model designed to help transform how the Life Sciences industry managed commercial operations. As the CEO of a hybrid business, she led the development of innovative compliance-related services that span an organization's revenue management operations.

Walker also served as the CEO of Compliance Implementation Services, the first organization to provide outsource services for the Life Sciences manufacturers revenue management function, setting the standard for operationalizing highly complex services in a highly regulated industry. She spent an additional 15 years in various leadership roles at i-Many/Revitas, where she led cross-functional teams in the execution of complex implementations and go-to-market strategies. During her tenure at i-Many/Revitas she was as an active member of the executive management team, contributed to financial operations, strategic leadership and decision-making, and played a key role in steering the organization through an increasingly complex and competitive landscape.

Walker earned a Bachelor of Science degree from the University of Cincinnati, and she holds a certification In Leadership and Management from The Wharton School of the University of Pennsylvania.