



SUSAN WALKER-PROTOS

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Susan is a results-driven executive with 20+ years of progressive leadership experience in Healthcare Technology and Consulting. Throughout her tenure, she has focused on strategic initiatives and organizational growth in both Fortune 500 and early-stage technology companies internationally, bringing extensive experience across Payer, Provide, and Life Sciences. As a Managing Director at Fahrenheit, Susan leads sales transformation, market strategy growth initiatives for leading clients. She is a thought leader and brings extensive experience developing and growing high performing teams to drive growth and profitability in highly competitive markets. She comes to Fahrenheit with a broad range of expertise in eCommerce, Data & Analytics Platforms, B2B and B2C Strategy, Cyber Security, Business Development, Go-to market Strategy & Execution, and more.

Prior to joining Fahrenheit, Susan held various executive positions including Vice President of Aetna bringing new solutions to market to support the company's growth. Susan also held leadership roles at CTG Consulting, Elsevier Science and AGFA- Gevaert driving revenue and bringing new digital technology solutions to market. She has led numerous large-scale business-technology enabled transformations and served as a trusted advisor to many Fortune 500 and early-stage clients. Susan holds a B.A. degree in Journalism from University of Minnesota.

FUNCTION & SPECIALIZATION

- Sales Transformation
- Organizational Strategy and Structure
- Change Management
- Corporate Governance, Culture, & Retention
- C-Suite Coaching
- Go-To-Market Strategy & Execution
- Sales Training & Coaching

REPRESENTATIVE CLIENTS & PAST EXPERIENCES

- Aetna
- ActiveHealth Management
- Wolters Kluwer
- Agfa Gaevert
- Philips Medical
- WebMD
- Firecracker
- Harris Corporation/Savvis

EDUCATION, LICENSES & CERTIFICATIONS

- M.B.A., University of Minnesota
- B.A. Journalism, University of Minnesota
- Kodak Sales Training (MIT)
- Harvard Leadership Training
- Executive Coaching and Leadership
- Strategic Selling Certification
- SPIN Selling Certification
- Miller Heiman Certification
- Agile Instructional Design

PROFESSIONAL ASSOCIATIONS & COMMUNITY ORGANIZATIONS

- HIMSS, ACHE, Institute of Management Consultants