JON LEMIRE

ENTERPRISE SALES LEADER | AI AND SAAS PLATFORM GROWTH

Bentonville, AR | 479-426-8993 | jonlemire.pm@gmail.com | linkedin.com/in/jonlemire | jonlemire.com

EXECUTIVE PROFILE

Enterprise SaaS sales leader and former sales executive with 18 years of experience building revenue, leading teams, and closing complex, outcome-led opportunities. At Oracle, sold CX, cloud, and agentic AI platforms into strategic High Tech and Manufacturing accounts, including a $3.9M early agentic-AI win and 127% quota attainment. Earlier, was recruited to lead and scale the sales organization at Collective Bias as revenue grew from approximately $1M to nearly $50M. Brings the executive presence, hands-on enterprise selling discipline, and coaching orientation needed to grow strategic accounts and develop enterprise account executives.

SELECTED QUALIFICATIONS

Enterprise sales: C-suite discovery, business cases, complex buying groups **Sales leadership**: Hiring, coaching, deal strategy, forecasting, QBRs

AI platform selling: Agentic AI, workflow redesign, adoption, ROI **Strategic expansion**: Cross-sell, renewal, account plans, white-space discovery

Customer outcomes: Growth, productivity, margin, and CX transformation **Operating rhythm**: Pipeline discipline, CRM, executive communication, execution

PROFESSIONAL EXPERIENCE

Oracle America, Inc. | Enterprise Account Executive, CX, Revenue Lifecycle (Quote to Cash) and Agentic AI
Jun 2019 – Sep 2026 | *High Tech and Manufacturing | Bentonville, AR | Remote*

- Led complex enterprise sales cycles across strategic High Tech and Manufacturing accounts, aligning CX, revenue lifecycle (quote-to-cash), and AI investments with executive priorities in growth, margin improvement, productivity, and customer outcomes.
- Closed a $3.9M transaction for a newly launched agentic AI platform within weeks of release, converting six months of executive discovery into one of Oracle's earliest customer wins for the offering.
- Attained 127% of annual quota in FY26 (ended May 31, 2026) and built a $5M qualified pipeline across 12 enterprise opportunities in Q1 FY27, with ownership for account planning, forecast accuracy, pipeline reporting, and deal execution.
- Closed a $1.9M Oracle Responsys expansion for a major retail customer, contributing to 201% quota attainment and President's Club recognition in FY22.
- Built and used a customized agentic-AI sales workflow across research, email, calendar, meeting transcripts, notes, and CRM context. The workflow increased personal productivity two to three times.

Acorn The Influence Company | Vice President of Sales
Sep 2018 – May 2019 | *Bentonville, AR*

- Led digital shopper and retail-media sales initiatives for CPG, retail, and manufacturing customers, with a focus on Walmart, Sam's Club, and omnichannel activation.
- Developed strategic account plans and growth initiatives that doubled annual revenue from $2M to $4M in nine months.

Inmar, Inc. | National Accounts, Sales and Business Development
May 2017 – Jul 2018 | *Bentonville, AR*

- Led enterprise SaaS, PaaS, and IaaS sales, renewals, and strategic account management for Walmart and Sam's Club across supply chain, e-commerce, promotions, pharmacy, settlement, and data exchange solutions.
- Developed value cases for POS integration, fraud reduction, pharmacy financial management, and reverse-logistics programs, including roughly $10M in fraud reduction and $9M in pharmacy financial management value.

Triad Retail Media | Director of Sales, SamsClub.com

May 2016 – Mar 2017 | *Bentonville, AR*

- Owned digital-media and shopper-marketing new-business sales to leading CPG brands; carried a $5.1M personal quota and delivered $1.25M in Q1 2017.

DataRank, Inc. / Simply Measured | SVP Sales and Business Development

Jul 2015 – Apr 2016 | *Fayetteville, AR | Seattle, WA*

- Led enterprise social intelligence and analytics sales, landing Coca-Cola, Disney, Sunny Delight, Electrolux, and Iovate; developed data-driven programs for sales and marketing teams.

Collective Bias, Inc. | SVP Sales, Business Development and Incentive Compensation

Oct 2011 – Jul 2015 | *Bentonville, AR*

- Recruited by the CEO as VP of Sales to lead and grow an early three-person team while remaining a hands-on contributor. Built a 10-person sales organization, helped scale annual revenue to roughly $8M, earned equity alongside the company's leadership team, and was promoted to SVP.
- Continued to lead sales growth, helping increase annual revenue from approximately $1M to nearly $50M over four years and supporting a $10.5M Series A raise, ahead of the company's 2016 acquisition by Inmar.
- Recruited, coached, and motivated sellers while remaining active in enterprise deal strategy and executive relationships; led business development with Tyson, Nestlé, Colgate, Disney, MasterCard, Kraft Heinz, Shell, Walmart, Walgreens, and other major brands and retailers.
- Expanded revenue opportunities in Canada and the United Kingdom and helped commercialize an omnichannel platform spanning content, social engagement, insights, syndication, and measurement.

NCR Corporation | Director, Solutions Marketing and Global Account Manager

Oct 2009 – Sep 2011 | *Bentonville, AR | Tokyo, Japan*

- Recruited by NCR after leading Walmart's Redbox evaluation to help build its DVD-kiosk entertainment division; worked the Blockbuster Express model in Japan.
- Architected the plan that turned ~1,000 idle DVD Play kiosks into an ~$10M sale to Franchise Entertainment Group for the Video Ezy/Blockbuster Australia and New Zealand rollout; coordinated the US visit and Accenture rollout planning.
- Ran a video-game rental kiosk pilot with Best Buy; shut it down when the risk/reward did not work for NCR.

Walmart Stores, Inc. | Senior Manager, New Business Development

2007 – 2009 | *Bentonville, AR*

- Developed, beta-tested, and validated the Redbox kiosk program in Walmart stores, proving incremental sales lift and winning executive approval over DVD-buyer objections; the rollout delivered $150M in profit on $375M+ in sales at a 40% margin. Ran the same validation-to-rollout playbook for Coinstar.
- Led a three-person team through six quarters of profitability.

Earlier Experience | Walmart Stores, Inc. – Asset Protection Systems and Analysis; District Loss Prevention; Assistant Manager | H-E-B Stores – Assistant Store Director

1996 – 2007 | *Arkansas, Alaska, Washington and Texas*

- Built operational, P&L, and people-leadership foundations across multi-site retail environments. At H-E-B, helped grow store sales 25%, from $80M to $100M over three years, leading 200 employees; restored bakery profitability within 90 days.

EDUCATION AND PROFESSIONAL DEVELOPMENT

BBA, Management, Angelo State University | LEAN Six Sigma Black Belt Training, Walmart Stores, Inc. | Fusion AI Agent Studio Foundations | Oracle Certified Associate | pClub.io Caliber Advanced Sales Training - ongoing

RELEVANCE

Enterprise sales leadership: experienced builder and coach who remains credible in active, complex sales cycles.
AI and workflow transformation: hands-on user and seller of agentic AI who can translate secure, context-rich AI into practical enterprise outcomes.
Strategic expansion: proven at uncovering white space, shaping executive business cases, and expanding platform relationships.