

JESSE G. MONTEMAYOR

TECHNICAL SALES & AI SOLUTIONS | ENTERPRISE TECHNOLOGY | CLOUD, DATA & AI

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Technology sales professional with extensive experience across SaaS, enterprise infrastructure, data storage, cloud/hybrid IT, channel sales, and consultative solution selling, complemented by recent hands-on AI/ML and software project work. Experienced translating complex technical capabilities into business value, leading discovery and demos, positioning solutions competitively, and collaborating across sales, engineering, implementation, and partner teams.

CORE SKILLS

Technical Sales • Solution Selling • SaaS • Cloud & Hybrid IT • Enterprise Storage • Consultative Discovery • Product Demos • Competitive Positioning • Channel/VAR Sales • Python • FastAPI • REST APIs • Git/GitHub • Machine Learning • MLOps • LLM/Multimodal Applications • Project Memory & Context Retrieval • Android/Kotlin Collaboration

SELECTED AI & MACHINE LEARNING PROJECTS

Custom Meta AI Glasses — Persistent AI Project Assistant / Multimodal Wearable AI

Independent Project | Current

- Architecting a persistent, project-scoped AI assistant with application-owned context across sessions and devices rather than relying on model conversation memory.
- Built a FastAPI backend with deterministic context retrieval, structured Project state, Activities, Checkpoints, Proposals, evidence provenance, and explicit Project isolation.
- Developed multimodal Investigation workflows combining ordered image evidence and spoken context into actionable guidance for wearable/HUD, phone, and desktop experiences.
- Implemented grounded Ask, Project ideas, progress recording, and controlled Proposal/Apply patterns so AI suggestions cannot silently mutate canonical Project state.

Machine Learning Capstone — Decision Intelligence Engine

Independent Project | Current

- Developing an end-to-end CIFAR-10 image decision system with a deterministic TensorFlow data pipeline and transfer-learning-oriented architecture.
- Designed configuration-driven preprocessing, normalization, training-only augmentation, caching/prefetching, reproducibility controls, and model-comparison support.

Machine Learning Engineering Project — Complete MLOps Pipeline

Independent Project | 2026

- Built an end-to-end ML workflow around IBM HR Employee Attrition using Git/DVC, MLflow, pytest, GitHub Actions, and monitoring concepts.
- Created reproducible training/configuration workflows, model comparison documentation, quality gates, requirement traceability, and recruiter-ready technical documentation.

PROFESSIONAL EXPERIENCE

BILL.com — Sales Specialist / Sales Executive

Houston, TX | Mar 2021 – Apr 2022

- Sold SaaS accounts-payable automation solutions through consultative discovery and tailored software demonstrations focused on reducing manual AP workflows.
- Consistently achieved 100% quota attainment; supported onboarding and trained junior BDRs on prospecting, discovery, cold calling, and pain-point identification.

Hewlett Packard Enterprise — Technical Sales Specialist — Storage / Hybrid IT

Dallas-Fort Worth, TX | Jul 2018 – Feb 2021

- Served as a subject-matter resource for enterprise storage and hybrid IT, with particular focus on HPE Nimble; positioned against Dell EMC, NetApp, Nutanix, Pure Storage, and AWS.
- Partnered with field/inside sales, channel partners, and VARs to develop opportunities and account strategies; consistently exceeded sales targets and trained sellers on technical positioning.

Sirius Computer Solutions — Client Executive

Dallas-Fort Worth, TX | Jan 2016 – Apr 2018

- Managed consultative sales engagements spanning enterprise infrastructure, cloud, virtualization, storage, security, managed services, and data center solutions.
- Worked with customers and technical specialists to align requirements with multi-vendor solutions from Cisco, Dell EMC, HPE, IBM, Microsoft, NetApp, Oracle, Red Hat, VMware, and others.

Sirius Computer Solutions — Inside Sales NetApp Specialist

Dallas-Fort Worth, TX | Feb 2015 – Dec 2015

- Specialized in enterprise storage/data center solutions, conducting discovery with IT leaders and partnering with engineering resources on NetApp, EMC, HPE, Dell, and IBM opportunities.

TECHNICAL FOCUS

AI / Software: Python, FastAPI, REST APIs, multimodal/LLM integration, structured outputs, deterministic context retrieval, project-scoped memory, Git/GitHub, automated testing, Android/Kotlin integration

ML / MLOps: TensorFlow, classification, transfer learning, data pipelines, MLflow, DVC, pytest, GitHub Actions, model evaluation, reproducibility, monitoring concepts

Enterprise Technology: SaaS, HPE/Nimble, NetApp, Dell EMC, Nutanix, Pure Storage, AWS, VMware, Microsoft, Cisco, IBM, enterprise storage, cloud/hybrid IT, data center infrastructure