

Jason Milnes

SUMMARY

Enterprise software seller with over a decade of experience helping large life sciences, healthcare, and regulated public-sector organizations adopt code-first data and AI platforms. At Posit, I helped build the enterprise Life Sciences & Healthcare business from its earliest stage into one of the company's most strategic verticals, growing multiple global pharma and healthcare relationships into seven-figure ARR strategic accounts by aligning users, IT, and executive leadership around modern analytics workflows. More recently, I have applied that same adoption playbook to AI-enabled selling, using Claude Code, Codex, and Cursor to build internal applications for outbound prioritization, business-case development, meeting prep, and call coaching.

PERFORMANCE SUMMARY

- Managed and grew a majority of Posit's largest pharma and healthcare accounts into seven-figure ARR strategic relationships.
- Helped build the enterprise Life Sciences & Healthcare motion from its earliest stage into one of Posit's most strategic verticals.
- Worked directly with leading life sciences and healthcare organizations including Novartis, Roche, Novo Nordisk, Johnson & Johnson, GSK, AstraZeneca, Biogen, FDA, Highmark, and Kaiser Permanente.
- Exceeded quota repeatedly as an IC and player-coach: 125% (2019), 159% (2021), 127% (2022), 229% (2023).
- Led a six-seller enterprise team to 125%+ attainment across Life Sciences, Healthcare, Financial Services, and Insurance in 2024.
- Built and led a new-business motion that closed significant new-logo volume across all industries in 2025.

CORE STRENGTHS

- Landing and expanding code-first data and AI platforms inside regulated enterprises.
- Strategic account planning and multi-year growth of \$1M+ ARR relationships.
- Executive alignment across R&D IT, clinical analytics, platform engineering, and CDO / CTO-level stakeholders.
- Technical discovery, architectural whiteboarding, and business-case development.
- Driving adoption through workshops, internal conferences, and customer storytelling programs.
- Partnering with AWS, Databricks, Snowflake, and Microsoft in complex enterprise motions.
- Supporting regulator-facing conversations around modern analytics workflows and open-source adoption.
- Hands-on AI-assisted selling using Claude Code, Codex, Cursor, Windsurf, and related tools.

APPLIED AI WORK AT POSIT

Built internal AI-assisted workflows and applications to close adoption gaps for sellers and customer champions. All public-facing examples are sanitized or built from synthetic or public information; I do not share confidential customer data or proprietary sales content.

- **Business Case Builder:** a conversational app on the Claude API that helps user champions turn technical pain points into leadership-ready business cases.
- **Customer-specific demo generation:** workflows that use discovery-call context to generate tailored demo applications for pharma and financial-services use cases.
- **Outbound prioritization:** internal tooling that used conference speakers, public company initiatives, and account context to focus seller attention on high-value contacts.
- **Meeting prep and follow-up:** workflows grounded in Posit-specific documentation and live call transcripts to improve seller prep, coaching, and follow-up quality.
- **Pipeline and call-coaching support:** transcript-based workflows for reporting, forecasting, and surfacing coaching moments.

Primary tools: Claude Code, Codex, Cursor, Windsurf, Gemini, Positron Assistant, and Databot.

EXPERIENCE

Posit PBC (creators of RStudio and Positron) Pittsburgh, PA / Remote · Nov 2018 - Present

Director of Sales, New Business Jan 2025 - Present

- Lead a newly formed new-business organization: six enterprise sellers, a business-development manager, and a five-person SDR/MDR team.
- Built the operating rhythm for a new-business motion the company had not previously run. Closed significant new-logo volume in the first year across all industries.
- Built and promoted AI-assisted workflows for account research, outbound prioritization, meeting preparation, business-case generation, reporting, and call coaching.

Manager, Enterprise Sales Jan 2024 - Jan 2025

- Managed six enterprise sellers across Life Sciences, Healthcare, Financial Services, and Insurance.
- Team exceeded combined annual quota at 125%+ attainment against a multi-million-dollar growth target.

Account Manager / Pod Captain / Player-Coach, Enterprise Sales Nov 2018 - Dec 2023

- Joined as Posit's first dedicated enterprise seller for Life Sciences & Healthcare; built the segment's GTM playbook around adoption of a code-first analytics platform in highly regulated organizations, and was promoted to Pod Captain in 2021.
- Directly managed and grew a majority of Posit's largest enterprise accounts, including Novartis, Roche, Novo Nordisk, Johnson & Johnson, GSK, AstraZeneca, BMS, Biogen, Highmark, and Kaiser Permanente, turning them into multi-year seven-figure ARR strategic relationships.
- Organized customer-led public stories and webinars that turned account success into market proof, including Novo Nordisk's first R-based FDA submission and Johnson & Johnson's multi-year open-source transformation.
- Supported FDA engagement through architectural onsite whiteboarding, enablement, and leadership meetings, creating a viable path for open-source data science in regulated submissions.
- Contributed to cross-industry open-source initiatives including Pharmaverse and R/Pharma; partnered closely with AWS Life Sciences, Databricks, Snowflake, and Microsoft account teams to align Posit with customers' broader data platform strategies.
- Performance highlights: 125% attainment in 2019, 159% in 2021, 127% in 2022, 229% in 2023 (top seller at the company as a player-coach).

TrademarkVision Remote · Jul 2018 - Nov 2018

Director of Government Partnerships

- Led government partnership activity for an AI and image-recognition company serving public-sector brand protection and visual search use cases.

SAS Institute Pittsburgh, PA · Apr 2014 - Jan 2018

Account Executive - Field

- Managed a multi-state territory across healthcare, manufacturing, and retail, selling analytics, data management, BI, and machine learning platforms.
- Achieved 145% to plan in 2017, earned Commercial Business Unit Rookie of the Year in 2015, and was named 2014 MVP for the SAS Visual Analytics field team.
- Closed multi-year, multi-million-dollar analytics and data management programs with enterprise health system customers.

Earlier roles 2011 - 2014

- **Comcast Business** · Enterprise Account Executive
- **AT&T Business Solutions** · Account Executive, Mid-Market

EDUCATION

Penn State University · B.A., Telecommunications, Highest Distinction