



# VINCUE Announces Sales Team Promotions Amidst Record Growth

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**VINCUE has announced the promotions of key sales team leaders following a year of record growth in revenue, installed customer base, and full-time-employees.**

912 BROADWAY, KANSAS CITY, MISSOURI

+1 (844) 484-6283 \ CONTACT@DEALERCUE.COM

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**Kansas City, Missouri. Monday, February 28, 2022:**

**[DealerCue Automotive Corp. \("VINCUE"\)](#)**, the maker of

VINCUE unified inventory lifecycle solutions, today announced the promotions of key sales team leaders following a year of record growth in revenue, installed customer base, and full-time employees.

Specifically, Zak Khalemsky has been promoted to Vice President of Sales from Director of Sales; Jeremy Bravard has been promoted to Senior Director of Sales from Director of National Accounts; and Jordan Arcuri and John Morris have both been promoted to Senior Regional Sales Managers from Regional Sales Manager.

"Over the past two years we've increased the size of our [Regional Sales Management] team by more than double," says Khalemsky, "but we've also revamped our [Sales Development Representative] department and created a new Digital Acquisition Department." Khalemsky says through this growth, VINCUE has created more than 10 new jobs and offered more than 10 promotions across the entire sales organization. "There's a lot of opportunity for our team to grow, lead, and succeed at VINCUE," he says, "but it's all because our team works hard every day, supporting each other and solving problems for our customers."

As Vice President of Sales, Khalemsky will lead the entire sales organization, including Regional Sales Managers ("RSMs"), Sales Development Representatives ("SDRs"), and Digital Acquisition Representations ("DARs"). However, Jeremy Bravard, as Senior Director of Sales, will serve as the direct manager and supervisor for the RSM team. Bravard has been the team's top sales leader for the last 18 months, primarily responsible for selling and managing national and large group accounts, but also for mentoring and supporting other RSMs.

"I am so excited for this new opportunity, to contribute to the overall company's success at a higher level," says Bravard. "We have accomplished so much in a short period of time and it's because we're all moving forward, together." Bravard says that he's looking forward to being able to spend more time mentoring and coaching RSMs and helping them build their business. "I've had a lot of great mentors and managers,"

says Bravard, "I'm looking forward to being that kind of resource for our team and watching them build, grow, and succeed."

Jordan Arcuri and John Morris, as Senior Regional Sales Managers, will now be more responsible for larger group dealerships and national accounts, which Khalemsky says requires a different level of experience and management. "Thanks to our growth, we're finally getting in the door to talk with more large groups and national accounts," Khalemsky says, "Jordan and John have proven they are more than capable of managing the complexities and expectations of these accounts."

The entire VINCUE sales organization is now over 20 people, growing from fewer than 10 people just 18 months ago. The growth has been fueled by regular business development but also greater industry recognition through thought leadership and partnership, as well as a growing number of dealer advocates who promote and refer new dealers to VINCUE. "Our sales team has been incredible and a lot of our success is directly attributed to them," says Khalemsky, "but without great marketing, great product, and great customer service we wouldn't have gotten here alone."

This announcement comes in a series of company announcements, new partnerships, and product enhancements from VINCUE, which announced a record year in 2021, more than doubling in employees, revenue, and dealership rooftops. VINCUE, the only software provider to offer unified inventory lifecycle solutions within a single system, plans to continue that growth in 2022 through additional partnerships, industry thought leadership, and investment in product features and capabilities.

**VINCUE will be exhibiting at the 2022 NADA Convention & Exhibition, at Booth 5049W in the Main Hall,** where you can pre-schedule or walk-in for a meeting or product demonstration with the VINCUE team. During the exhibition, VINCUE will also be welcoming speakers from other partners and featuring its own leaders through a series of mini-breakout sessions.

VINCUE is a privately held company located in Kansas City, Missouri. Its founder and Chief Executive Officer is Chris Hoke, a long-time automotive technology veteran and former software engineering leader at VIN Solutions. The company was founded in 2016 and employs over 50 full-time team members, including sales, marketing, performance management, onboarding, and dealer support. For more information or to contact VINCUE, please visit <https://www.vincue.com>.