



JAI LOWRY

Based in Los Angeles

PROFESSIONAL SUMMARY

Based in Los Angeles. Six years building and running my own eCommerce businesses (6 stores, six figures in revenue), alongside five years in sales and client facing roles across renewable energy (Smart Energy, top 10% nationally, \$1M+ generated) and finance brokerage (121 Brokers, \$10M+ settled as Account Executive). Most recently joined Midterm at founding stage as Director of Partnerships, leading deal sourcing across primary US markets. Looking broadly at roles in Tech, SaaS, Real Estate, PropTech, Entertainment and beyond. Honestly open to anything as long as it's a great team and a product I can get behind.

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EDUCATION

2021 - 2023

Royal Melbourne Institute of Technology (RMIT)

Bachelor's Degree, Entrepreneurship & Innovation

Studied how to build, test, and scale businesses. Covered strategy, startup finance, marketing, and go to market execution through both coursework and hands on projects.

CERTIFICATIONS

In progress

California Real Estate License

Currently completing licensure to have the ability to practice real estate in California.

2021

Reliable Education

eCommerce & Entrepreneurship Certification

Specialised training in marketplace selling and Amazon FBA operations.

CORE STRENGTHS

- Full-cycle deal management- Financial structuring & lending
- Consultative sales & negotiation- eCommerce operations & analytics
- Lead generation & pipeline development- CRM tools (Salesforce, HubSpot, AI)
- Client relationship management- Cross cultural communication

WORK EXPERIENCE

September 2025 – June 2026 | Midterm Group

Director of Partnerships

- Joined the founding team and built the partnership and acquisition function from scratch across primary US markets, owning the playbook end to end from sourcing through deal evaluation.
- Evaluated 20+ acquisition targets and built relationships with 15+ business brokers and M&A advisors to establish ongoing deal flow.
- Built financial models, valuation frameworks, and the Information Memorandum that underpinned Series A fundraising and investor communications.

July 2023 - September 2025 | 121 Brokers

Sales Development Representative → Account Executive

- Promoted into Account Executive after consistently exceeding targets in the junior position, settling over \$10M in loan volume across home loans, refinancing, and asset finance.
- Owned client relationships from initial consultation through to settlement, matching clients to optimal funding structures across major banks and private lenders.
- Built deep working knowledge of bank and private lender products, credit policy, and deal structuring during the SDR phase, working directly with senior brokers to qualify and progress new opportunities.

January 2022 - Present | eCommerce

Brand Founder

- Built and scaled 6 Amazon FBA stores and Shopify stores from the ground up, generating over six figures in cumulative revenue across domestic and international markets with 5,000+ units sold to date.
- End to end ownership across product research, sourcing, listing optimization, PPC, logistics, and P&L.
- Use data driven keyword and conversion analysis (Google Analytics, Amazon PPC, Helium 10) to improve organic ranking, click through, and conversion across all listings.

January 2021 - December 2022 | Smart Energy

Sales Executive → Senior Sales Executive

- Generated over \$1M in revenue for the business across two years and ranked among the top performers in the branch, earning promotion to Senior Sales Account Executive and monthly top performer bonuses.
- Sold solar and energy efficiency solutions in a high volume, performance driven environment, with pipeline built through door to door canvassing, cold calling, and booked appointments.
- Took on training and mentoring responsibility for new consultants, coaching them on objection handling, closing technique, and territory planning.

References available on request