



JAI LOWRY

Sales, Partnerships & Business Growth

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PROFESSIONAL SUMMARY

Five years in sales, partnerships, and finance across three industries, spanning both B2C and B2B. Started door-knocking and cold-calling for Smart Energy in Melbourne (B2C), consistently hitting 125% of quota and finishing in the top 5% nationally. Promoted from SDR to Account Executive at 121 Brokers within 12 months, moving into B2B by selling loans to business clients and settling \$20M+ in volume at 160% of quota. Served as Director of Partnerships at Midterm, an early-stage tech rollup in LA, leading sourcing and outreach for its acquisition strategy across the US, and is now closing high-ticket annuity appointments for licensed agents at Ringelo. Alongside this, I've spent the last six years running my own Amazon and Shopify business (JL&T Products, \$200k+ in cumulative revenue), giving me first-hand experience on both sides of the SaaS buying conversation. US citizen based in Los Angeles, open to my next sales opportunity wherever I can keep building real relationships and closing.

\$20M+

Business loan & asset
finance volume settled

160%

Peak quota attainment
(121 Brokers)

\$3M

Revenue generated at
Smart Energy

\$200K+

Cumulative ecommerce
revenue, JL&T

WORK EXPERIENCE



Ringelo

3 MOS

High Ticket Closer

Jul 2026 – Present · 3 mos · Remote

- Closing pre-qualified annuity consultations for licensed agents nationwide, working appointments booked and recorded through Ringelo's portal, each prospect vetted for \$250K+ in investable retirement savings.
- Negotiated a performance-based commission structure as the company's first outside closer, taking on funded appointment packages starting at \$10K for 6 bookings.



Midterm Group

10 MOS

Director of Partnerships

Sep 2025 – Jun 2026 · 10 mos · Los Angeles, CA

- Led acquisition sourcing for corporate housing companies across the US, speaking with 20+ potential targets and building relationships with 15+ business brokers and M&A advisors to keep deal flow moving.
- Built the financial models, valuation work, and pitch materials used during the company's Series A raise.
- Managed the migration of acquired companies' backend SaaS tools (CRM, property management, and financial systems) into Midterm's internal stack.

Account Executive (*Promoted*)

Jun 2024 – Sep 2025 · 1 yr 4 mos · Byron Bay, NSW

- Promoted into full B2B deal management after consistently exceeding SDR targets; owned the full sales cycle for unsecured business loans and asset finance, settling \$20M+ in volume at 160% of quota across major banks and private lenders.

Sales Development Representative

Jul 2023 – Jun 2024 · 1 yr · Byron Bay, NSW

- Generated new business and qualified opportunities for unsecured business loans and asset finance; built deep product and credit-policy knowledge alongside senior brokers, earning promotion to Account Executive within 12 months.

**Smart Energy**

2 YRS

Senior Sales Executive / Team Lead (*Promoted*)

Jun 2022 – Dec 2022 · 7 mos · Melbourne, VIC

- Promoted after ranking in the top 5% nationally at 125% of quota; took on training and mentoring for new consultants on objection handling, closing technique, and territory planning.

Sales Executive

Jan 2021 – Jun 2022 · 1 yr 6 mos · Melbourne, VIC

- Sold solar and energy-efficiency solutions direct to consumers, building pipeline through door-to-door canvassing, cold calling, and booked appointments; generated \$3M in revenue over two years at 125% of quota.

**JL&T Products** · Amazon FBA & Shopify

4 YRS 6 MOS

Founder

Jan 2021 – Jun 2025 · 4 yrs 6 mos · Remote

- Built and scaled 6 Amazon FBA and Shopify stores from the ground up, generating \$200k+ in cumulative revenue across domestic and international markets with 5,000+ units sold.
- Owned the business end to end (product research, sourcing, listing optimization, PPC, logistics, and P&L), using data-driven keyword and conversion analysis (Google Analytics, Amazon PPC, Helium 10) to improve ranking and conversion.

EDUCATION**Bachelor's in Business (Entrepreneurship & Innovation)** (*Incomplete*)

Royal Melbourne Institute of Technology (RMIT) · Jan 2021 – Jun 2022

CERTIFICATIONS**California Real Estate License** · in progress, 2026**eCommerce & Entrepreneurship Certification** · Reliable Education, 2021

Specialized training in marketplace selling and Amazon FBA operations.

CORE STRENGTHS**Full sales cycle:** cold outreach, discovery, objection handling & closing**Pipeline & forecasting:** SMB and mid-market segments**CRM tools:** Salesforce, HubSpot**AI-assisted selling** & consultative discovery**Cross-functional:** financial modeling, valuation, vendor/SaaS migration**High-ticket closing:** consultative, appointment-based B2C sales**REFERENCES**

Available on request.