



📞 7472990607

✉ hello@jailowry.com

🌐 <https://www.linkedin.com/in/jai-lowry-673738171/>

EDUCATION

2021 - 2023

Royal Melbourne Institute of Technology (RMIT)

Bachelor's Degree, Business (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

2026

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 sales cycle from prospecting to close ▶ Cold outreach & outbound
- Consultative selling & discovery ▶ Handling objections & closing
- Pipeline building & forecasting ▶ SMB and mid market segments
- CRM tools (Salesforce, HubSpot) ▶ AI assisted selling

JAI LOWRY

Sales, Partnerships & Business Growth | Los Angeles

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), where I consistently hit 110-125% of quota and finished 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, settling \$20M+ in volume at 105-120% of quota. Most recently continued in B2B as Director of Partnerships at Midterm, an early stage tech rollup in LA, leading sourcing and outreach for our acquisition strategy across the US. I've also spent the last six years running my own Amazon and Shopify business (\$200k+ in cumulative revenue), which means I've been on both sides of the SaaS buying conversation. US citizen based in Los Angeles, looking for the next Account Executive seat at a tech or SaaS company where I can keep closing.

WORK EXPERIENCE

September 2025 – June 2026 | **Midterm Group**

Director of Partnerships

- Led the acquisition sourcing work, finding and reaching out to corporate housing companies across the US that fit our acquisition criteria.
- Spoke with 20+ potential targets and built ongoing relationships with 15+ business brokers and M&A advisors to keep deal flow moving.
- Built the financial models, valuation work, and pitch materials the company used during Series A fundraising with investors.
- Handled the migration of backend SaaS tools from acquired companies into our internal stack, including CRM, property management, and financial systems.

July 2023 – September 2025 | **121 Brokers**

Sales Development Representative → Account Executive

- Promoted from SDR to Account Executive within 12 months after consistently exceeding targets, moving into a B2B deal management role providing unsecured business loans and asset finance to business clients.
- Owned the full sales cycle from initial consultation through settlement, settling \$20M+ in volume at 105-120% of quota, matching businesses to the right funding structure across major banks and private lenders.
- Built deep working knowledge of business lending products, credit policy, and deal structuring, working directly with senior brokers to qualify and progress opportunities for business owners needing capital fast.

January 2021 – June 2025 | **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

- Sold solar and energy efficiency solutions direct to consumers (B2C) in a high volume, performance driven environment, building pipeline through door to door canvassing, cold calling, and booked appointments.
- Generated \$3M in revenue over two years at 110-125% of quota, ranking in the top 5% nationally and earning monthly top performer bonuses.
- Took on training and mentoring responsibility for new consultants, coaching them on objection handling, closing technique, and territory planning.

References available on request