

Jason Lowe



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Objective

Obtain a position where I can maximize my customer-service/sales & management experience in a challenging environment to achieve the corporate goals.

Skills

- Microsoft Word, Outlook, Access and Excel, Lotus Notes, AS400 series, Mac OS, StatusMart, Acumatica, HubSpot, Artificial Intelligence, DIDO, PAS, Adobe, Adaptability, Time Management, Leadership, Strong Work Ethic, Critical Thinking

Experience

Simba

May 2018 – Present

Head of National Accounts / Partnerships Director

- Supplier of promotional and trophy products
- Manage the promotional products sales team
- Manage a portfolio of \$2.4M in sales with the average annual increase of 15-20% of additional revenue from sales
- Manage our buying groups and strategic accounts
- Travel coast to coast for client meetings and trade shows
- Manage sales meetings to discuss current numbers, projections, projects, ideas, etc.
- Assist our customer service department with order issues, pricing, deadlines, etc.

California Internet LP/Geolinks

March 2015 – May 2018

Sr. Sales Representative

- Business class fixed wireless fiber provider offering 1.5M to 10G of internet service
- Hosted Voice
- SD-WAN
- Handle inbound calls, leads and emails for direct clients
- Meet with clients at business location to provide on-site product demo
- Set up partnership accounts and manage the relationship
- Discuss business needs on initial call, our benefits, customize a solution for the business to run at full potential
- Work with small to enterprise businesses

Verizon Telecom – Elite Team

June 2014 – March 2015

Customer Service & Sales

- Inbound calls for sales and retention for new and existing accounts
- Offered technical assistance
- Input all sales into a stroke sheet
- Individual monthly goals to be met (average was 175% obtained - highest in the call center)



Bank of America – National Fulfillment Support

October 2010 – October 2013

Sr. Business Control Specialist

- Worked on request tickets from various departments within the company to offer guidance and resolution
- Audit resolved tickets from other associates to ensure proper guidance was given
- Handled Policy and Procedure questions, as well as projects to keep the policies up to date weekly
- Meeting minutes provided to the team after conference calls to keep everyone up to date
- Worked with the Eastern region and attended the monthly calls to provide any support, if needed
- Traveled to other locations to provide staff training on how to properly enter in the loan and set-up
- Worked with business partners in Compliance, Legal, Escrow, National Retail Credit Lending, etc.
- Worked on weekly reports between areas of the company to fill the gap within the business and provide a resolution
- Worked with borrowers regarding credit policy and loan modifications to resolve any outstanding issues
- Obtained missing documents for FHA and VA loans after audit to ensure they can be insured
- Primary contact for Insurance and Guaranty department for questions on outstanding documents

Countrywide/Bank of America – Insurance & Guaranty September 1998 – October 2010

Sr. Post Closing Tech

- Worked with regional offices and the branches throughout the western states
- Handled daily escalations from fulfillment associates through email and phone
- Audited loans for completion and placed missing documents on deficiency
- Assisted on resolutions for the outstand deficiencies preventing the loan to be insured
- Worked on FHA, VA and Bond loans
- Completed priority loan reports on behalf of the SVP to ensure accuracy and completion
- Insured FHA and VA loans once the file passes initial audit or from once all missing documents were received
- Assisted team members to ensure our files were completed by investor deadlines

Education

Royal High School

June 1996

Diploma received

Moorpark College

September 1996

Completed 1 semester

References

Available upon request