

John A. Lowenthal
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SUMMARY

An accomplished sales professional with over 20 years of proven sales and sales management experience. I am a dedicated individual with strong interpersonal skills and drive to succeed.

CONSTRUCTION SALES AND MANAGEMENT

2007 - Present

During my five years in the spray foam insulation business, I achieved average new business sales of 1.3 million dollars per year for Coastal Insulation LLC and Energy Smart, Inc.. I generated these sales by utilizing my vast contacts within the industry, and by cold calling on home builders, commercial general contractors and consulting with existing homeowners on the benefits of spray foam insulation. I prepared all estimates, delivered presentations on the various types of insulation and assisted Architects with developing specifications for insulation. To ensure customer satisfaction, I oversaw the office operations and management of the insulation crews. As the construction industry suffered due to the economic downturn, the owner of Coastal Insulation and I had the foresight to see that we needed to diversify from new construction; therefore, he and I started Coastal Cleaning and Removal Services LLC in 2009 to grow opportunities in different markets. I generated new demolition business with existing customers as well as mold remediation, water mitigation and fire damage clean-up primarily for insurance companies.

PHARMACEUTICAL SALES

2003 - 2007

Over three years as a pharmaceutical sales representative for Bayer and Oscient Pharmaceuticals, I generated prescriptions by detailing Primary Care and Specialist Physicians of the pros and cons of my company's antibiotic and erectile dysfunction medications. These details were delivered by day-to-day visits to the doctors' offices in Southeast Georgia as well as dinner programs featuring professional speakers to report on behalf of the medications.

SALES

2001 - 2003

I spent one year working for T-Square Graphics selling printed advertising and merchandising materials before entering the construction industry. I operated a construction division of Coastal Air Conditioning, generating business with residential home builders, completing load calculations, and designing HVAC duct systems for the high efficiency new construction market.

STAFFING HUMAN RESOURCES

1993 - 2001

While working for Royal Staffing Services in Atlanta, I developed new business accounts and managed the office staff that was responsible for interviewing potential employees. Born and raised in Savannah and a third generation graduate of Benedictine Military School, I encouraged the company to allow me to open the first satellite office outside of Atlanta. Due to my impressive sales record and numerous local contacts in my hometown of Savannah, they agreed and I opened an office for the Company. I was responsible for all aspects of locating and opening a new office, hiring and training of staff and directing the sales and operations of this office. I cultivated relationships with industrial and clerical companies for Royal Staffing and averaged year-over-year sales of 3 million dollars. I also opened a satellite office in Jacksonville, FL that averaged sales of 1.1 million dollars during my tenure.

EDUCATION

Bachelor of Business Administration – Finance
Georgia Southern University, Statesboro GA Graduated 1992

MEMBERSHIPS

Savannah Chamber of Commerce; Savannah Home Builders Association, past board member; Savannah Executive Association, past member; Knights of Columbus; Park Place Homeowners Association, President