

# Rourke Lowe

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## EDUCATION

<b>Concordia University, John Molson School of Business</b>	Montreal, QC
<i>Bachelor of Commerce: Major in Business Technology Management, Minor in Data Intelligence</i>	2013 - 2018
<b>Colonel By Secondary School</b>	Ottawa, ON
<i>Three Years International Baccalaureate Program</i>	2009 - 2013

## PROFESSIONAL & LEADERSHIP EXPERIENCES

**Operations/Growth, Peersight** May - November 2018

*Description: marketplace connecting top job seekers with high growth startups*

First full-time hire - Responsible for developing and managing sales, operations, & marketing processes.

Activities included: send over 100 personalized sales messages and follow-ups daily (cold-call & email - conversion 17%), build lists of qualified leads ~\$50k MRR, manage 20+ accounts, write two 4000 word content articles daily, influence product changes; while ensuring smooth day to day operations.

Company achieved 14% week over week growth and over \$3000 monthly recurring revenue in 7 months.

**Founder - ConcertConnect** May 2016 - July 2018

*Description: marketplace facilitating the booking process for bands with venues in Montreal*

Recruited team of 5 volunteers (2 developers, 1 operations, 1 marketing, 1 design), conducted over 100 industry interviews while managing product development cycles. Supported 60 bands find venues and book 7 shows.

District 3 Innovation Center Alumni - Graduate of BMV and MVP (minimum viable product) programs.

**Administrator, CBN** Sept. 2011 - May 2013

Administrator on web based note-sharing forum CBN (Colonel By Nerds) with over 900 unique members.

Organized groups of members and facilitated posting of notes. Had 70-80% of students using site during peak times. Well respected by all students to be the #1 place to study for exams.

## PROJECTS

**Writer & Traveller, rst001** (*we-reset.github.io*) 2019

Travelled to 8 countries over 6 months while writing a short story mixing poetry and prose.

Learned HTML & CSS, developed and released website. Includes books, music, and art that influenced me.

**JMCC Case Competition Member, Surprise & Ethics Teams** 2017 - 2018

Placed 3<sup>rd</sup> and 1<sup>st</sup> in two competitions. Dalhousie Ethics in Action Case Competition and the 2017-18 JDC Surprise Case. Performed analysis on cases in time pressured environment in teams of 3-4, presenting strategy to judges.

**Information/Business Analysis Consultant, John Molson Accounting Society - 3 Term School Project** 2017

Conducted analysis of JMAS key activities - definition of scope. Created documentation for all systems and subsystems. Reviewed needs and requirements, proposed a variety of off-the-shelf software to fit needs. Created complete implementation plan (change management, training plan etc.) for best fitted software.

**Vice-President of Finance, Loyola Residence Council** 2013 - 2014

Handled financials of activities run by the residence council. Organized over 10 events throughout the year for over 200 students with event budgets of up to 500\$. Applied for all reimbursements to students through proper channels biweekly. Kept to a strict budget.

**Competitive Frisbee Player, Handler: Ottawa Juniors, Concordia Ultimate** 2013 - 2018

Member of Concordia's and Ottawa Junior Ultimate Frisbee teams. Participating in monthly tournaments throughout the year, both indoor and outdoor. Two 1<sup>st</sup> place wins, 3<sup>rd</sup> place nationals.

**Karate Instructor** 2009 - 2013

Over 8 years of experience practicing different styles of karate. Achieved black belt in 2009. 4 years of teaching sparring classes to all ages. Integral member bridging learning gap between kids and adults.

## SKILLS & INTERESTS

**Skills:** Business Analysis, Process Design, Product Dev., RFP, BPMN, SQL, Agile Development, MS Office Suite, Computer Literate, IT Auditing, HTML, CSS, Fluently Bilingual in English and French,

**Interests:** Writing, DotA, AI Ethics, Technology, Boxing, Music, Mixing, Ultimate Frisbee, Golf, Skiing, Reading