Thomas J. Lohan

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**EDUCATION**

**Rutgers University- School of Arts and Sciences New Brunswick, NJ**

B.A. in Psychology, Minor in Business Administration Class of 2017

**WORK EXPERIENCE**

**Beamery Remote/Willing to Relocate**

*Sr. Enterprise Account Development*February 2022 – Current

Developed strategies to increase penetration into enterprise human resources teams, leading to over 1mil in revenue

Collaborated with solutions engineers to continuously qualify prospects and create product demonstrations

**NantHealth Philadelphia, PA/Remote**

*Account Executive* September 2019 – February 2022

Consultatively pitch patient verification portal and API solutions to enterprise healthcare providers nationwide via outbound calling, email, and inbound inquiry follow-up

Initiate, develop and manage discovery call and email campaigns with Product and VP of Sales

Use Microsoft Power BI to identify potential opportunity areas for key accounts to increase spend

Track activities and cadences to maintain relevant customer information in Salesforce, Microsoft AX and Excel

Analyze and research healthcare market trends to influence potential B2B sales growth.

**U.S. Medical Staffing, Inc. Philadelphia, PA**

*Recruiter* February 2018 – September 2019

Interviewed special-education healthcare professionals, evaluating candidates' strengths and skills Negotiated schedules, hourly rates, and other terms and conditions of employment with candidates

Worked with Accounts Manager to identify top accounts, target skill sets, key market segments, assess client staffing requirements

Managed candidates through their first thirty hours of work, assessing any problems and administering performance counseling, coaching, and disciplinary measures when necessary.

Created marketing material for recruitment campaigns and wrote and designed the education department’s monthly newsletter, which highlighted departmental changes, stand-out candidates, and provided career advice

**Advanced Service Solutions Hammonton, NJ**

*Account representative* April 2017 – September 2017

Managed forty to fifty facilities maintenance accounts from inception to completion weekly

Sourced new and existing vendors to complete facilities maintenance services requested by our clients

Negotiated pricing with vendors and created compelling proposals to present to clients

Generated revenue by developing and maintaining relationships with vendors and with clients

Ensured proper compliance documentation was collected and logged using Facilities Exchange

**RESEARCH EXPERIENCE**

**Dr. Lee Jussim’s Social Perception Lab** **Piscataway, NJ**

*Research Assistant* September 2015 – May 2016

* Obtained informed consent from participants, conducted lengthy IAT experiments, and debriefed participants
* Helped edit and revise contemporary research articles, located articles for replication of experiments, and cited articles
* Participated in weekly lab meetings with the graduate students, where we discussed the current and future research goals of the lab

**Campus Leadership**

**Sigma Chi Fraternity** November 2014 –Present

*Social Committee*

* Incentivized members to achieve academic excellence, pursue involvement within the University, and connect with established professionals by organizing scholarship for ambitious and successful students
* Raised over $700,000+ as a representative for Children's Miracle Network through Derby Days, our fraternity’s yearly charity event

**SKILLS, INTERESTS & OTHER ACTIVITIES**

**Other Activities:** Hubspot – Inbound Marketing Certification; Hubspot – Content Marketing Certified; Writer for The Daily Targum, **Skills:** Microsoft Word, Excel, PowerPoint, R Studio, Microsoft Outlook, HTML, CSS3, JavaScript. Python, Django, SQL