Thomas J. Lohan

856-723-0652 | [ThomasJohnLohan@gmail.com](mailto:ThomasJohnLohan@gmail.com) | LinkedIn: thomaslohan

**Professional Summary:**

*Customer-motivated sales professional with a demonstrated history of four years of Saas sales. Always looking for ways to increase overall sales by engaging prospects, customers, and uniting team members to collaboratively refine sales strategy.*

**Key Skills:**

* **Highly adaptable and fast learner**: strong delivery all parts of the energy ecosystem worldwide, from major projects to disinvestments.
* **Solutions Focused**: engages widely externally to develop a clear strategic vision. Specific expertise of energy transition strategies in complex commercial, environmental and community settings.
* **Deep operational capability**: caring, skilled and deeply experienced safety and operational leader. Strong personal ethos around coaching and development.
* **Risk management**: influencing leader in the high-risk sector.
* **Modern and progressive**: dedicated to embracing diversity and innovation.
* **Delivers transformational results**: outstanding performance in diverse global businesses across value chains & cultures.
* **Builds strong relationships and talent across many cultures & environments**: at ease at the front line and in the boardroom. Partnership with governments and international experience.

**Professional Experience:**

**Beamery, Inc. Remote/Willing to Relocate**

*Senior Enterprise Account Development Representative Feb 22 - Current*

* Promote and position the strategic and tactical values of Beamery’s talent lifecycle management solutions.
* Set up and run targeted campaigns to develop new business with VPs and c-level executives from f500 companies with at lease 2000 employees.
* Ran discovery calls and collaborated with solutions consultants to create compelling software demonstrations.
* Worked closely with sales managers to improve sales training for ADRs.

**NantHealth, Inc. Philadelphia, PA/Remote**

*Senior Enterprise Account Development Representative Sep 19 – Feb 22*

* Consultatively pitched patient verification portal and API solutions to small and medium sized healthcare providers nationwide via outbound calling, email, and inbound inquiry follow-up.
* Initiated, developed and managed discovery call and email campaigns with Product team and VP of Sales.
* Created and performed tailored product demonstrations for prospects and customers.
* Used 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 Feb 18 – Sep 19*

* 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, assessing 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.

**Education and Training:**

* Bachelors, Psychology-Business Minor, Rutgers University New Brunswick, NJ
* Demo2Win! Certification
* Advanced MEDDPICC
* DevPoint Labs, full-stack web application coding bootcamp