

**Philip Markus Lohr, Jr.**  
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## Objective

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Experienced. Motivated. Energetic. I am excited to put my skills as a Ruby on Rails developer into practice.

## Education & Professional Training

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### **The Iron Yard**

**Mt. Pleasant, SC**

**Completed 3/15**

*The Iron Yard as an intensive, three-month course that mentors you into a professional junior-level programmer. It exists to create exceptional value for people and their ideas through code education, startup accelerators and co-working spaces. This is a full-time program focusing on Ruby on Rails – a full stack, Web application framework optimized for sustainable programming productivity.*

### **Rails Engineering**

- Graduation from the Iron Yard Program 3/27/15.
- We also learn and work with other current technologies such as JS / AngularJS, jQuery, AJAX, JSON, CSS, Heroku, etc.

Rails	Adobe Creative Suite
SQL / NoSQL	HipChat / Slack
JavaScript	Oracle ERP & BI Products
Angular JS	Salesforce
jQuery	Atlassian JIRA
AJAX	AWS (EC2 / S3)
JSON	PageFlex Studio
CSS	Enfocus Pitstop
Github	User Stories with Pivotal Tracker

### **Additional Technical Experience:**

- CompTIA A+ Certified
- Extensive knowledge of systems installation and networking / Digital audio and video technologies
- DIMA Digital Printer Shoot-Out Award winner
- Attended the PROS Sales workshop in Miami. This was an extended operations & sales training class.

### **Appalachian State University**

**Boone, NC**

**Class of 2001**

- Bachelor of Science in Graphic Arts and Imaging Technology
- Minor: Business Management

## Work Experience

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### **Thrace-LINQ**

**Summerville, SC**

**10/12-11/14**

*Thrace-LINQ, Inc. is a global supplier of woven and nonwoven performance fabrics for a wide variety of technical textile applications such as secondary containment and stabilization material that is used in oilfields and asphalt underlayment.*

### **Key Account Manager**

- Manage and develop relationships with Thrace-LINQ's highest revenue-generating accounts. Duties include providing estimates, up-selling, order entry, managing complaints and returns, sample and literature requests, domestic and export freight inquiries, facilitating collection efforts, and other general customer correspondence from procurement to C-Level executives / business owners
- Collects information for new business opportunities and communicates leads to Sales Managers
- Handle export orders and paperwork / direct contact with international customers and freight forwarders which required knowledge of tariffs, duties, INCOTERMS, etc.
- Maintain the Oracle and Microsoft Access databases for new and existing customers, including ship to / bill to points, sales keys, price tables and bill of lading / freight codes
- Identify slow moving and obsolete inventory in production facility and follow up on non-moving items with Sales, Production and Management.

### **ReadSoft, Inc.**

**Raleigh, NC**

**5/11-2/12**

*ReadSoft develops and sells software that helps companies automate their Accounts Payable processes. ReadSoft has the most widely used solution for invoice processing in the world with more installations than the rest of the market combined.*

### **Inside Sales and Business Development, Oracle Solutions**

- Developed new opportunities with companies that are leveraging Oracle Financials for their core business operations.
- Provided prospect development via phone and electronic marketing to achieve optimal lead management and revenue goals of multiple domestic and international territories
- Drove revenue and shortened complex sales cycles through value-based selling techniques to Director and C-level executives in Fortune 500 market.
- Established guidelines and material to move prospects along sales cycle and support inside sales activity procedures & protocol.
- Regularly coordinated with software development team in an Agile / Scrum environment to understand upcoming product features as well as reveal new customer wants and needs
- Leveraged tools such as Salesforce, InsideView, WebEx, iContact, Hoovers, Marketo, Jigsaw, and eRelationship to assist in accomplishing lead-to-opportunity conversions.

**Amazon.com / CreateSpace****Charleston, SC****7/08-9/10**

*A subsidiary of Amazon.com, CreateSpace is the publishing and manufacturing on-demand leader for independent content creators, publishers, film studios, and music labels.*

**Vendor Management & Art Services**

- This position involved heavy project management in a team environment where communication with internal clients and outsourced vendors was critical to the Company's success.
- Managed the Amazon Kindle Conversion process requiring constant communication with the customers and outsourced vendors. Previewed customer files to determine their eligibility for conversion to Kindle. Conducted quality control reviews of final files for proper Kindle conversion. Created several SOPs and technical documents outlining this new process.
- Oversaw the Disc-On-Demand Scanning and Template Output process (utilized Adobe CS programs, PageFlex, and Microsoft Access / Excel). Communicated with client representatives and outsourced vendors regarding the conversion of their existing out-of-print library of music and movies to make them available on Amazon's website through CreateSpace's Disc-on-Demand service. Utilized JIRA for the majority of project tracking and communication.
- Manipulated text and interior book files (using Enfocus Pitstop, Quite Imposing Plus, and Adobe Acrobat) to meet standard submission specifications and to ensure that customer files were acceptable for production. Provided customers with detailed quotes for the work to be performed.
- Participated in Kaizen activities to identify trends and actively seek solutions for continuous improvement within the Company

**Sawgrass Technologies, Inc.****Mt. Pleasant, SC****10/04-6/08**

*Sawgrass Technologies is a specialty chemical research company developing digital ink products with advanced color management software, which enable customers to create and deliver visually rich products using the power of digital printing.*

**Digital Color Specialist**

- Supported clients by creating custom color profiles to be used in digital printing of various media materials such as textiles, metals, and ceramics
- Worked closely with internal development team regarding UX/UI of the custom printer driver software. Also performed extensive software testing before new releases
- Communicated and provided customer service to current and future clients regarding their digital printing needs