

Peter Edwin Lowrie

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<http://www.geocities.com/peterlowrie>

6 February 1960 (44 Years)

Never married

Objective:

To work as part of a team with a technological focus, in particular sales, sales management; motivation and training.

College

1973 – 1976

Mairehau High School, Shirley, Christchurch.

Courses

- Transactional Analysis (101) Chch Hospital Board
- Success Motivation Institute – Leadership
- Carnegie Institute
 - Time Management
 - Negotiation
 - Strategic Planning
- Success Motivation Institute – Sales & Sales Management

Erudition

- Town Planning
- Economics
- Bookkeeping
- Marketing
- C++
- Assembly (PIC programming)
- Ethics – Life Underwriters Association

Work Related Training

London City & Guilds (7601) C/- Ballins Hotels

Other Information

Drivers License: Car, Truck, Heavy Truck and Trailer

1999 – Present

Manager and Owner: Pelicom

Peter E. Lowrie Information Communications

I.T. and industrial electronics consulting. *Please see the consulting pages later in this document for client details.*

1994 – 1999

Manager and Owner: Compatibits – Sold¹.

Store operator selling personal computers.

1993

Off work recuperating from a spontaneous pneumothorax and surgical pleurodesis. (Collapsed lung).

1992

Management Consultant – Superbond NZ Ltd²

- Increased regional sales by 193%
- Developed Human Resources programme
- Devised and implemented training and sales management supervision procedures

1986 – 1992

National Sales Manager – P. F. Collier Inc³.

I received a telephone call from New York, the C. E. O. asking if I would like to join the company again. Responsible for all functions of the sales offices in Auckland, Wellington and Christchurch.

- Increased sales revenue from \$2 million to \$18 million
- Increased *approved* sales per representative

¹ Sold to Macro Computers

² Referee available

³ References and certificates on file.

from 20% to 80% approval

- Suggested and implemented new tactics that increased company earnings by c.900%
- Managed up to 60 representatives and [their] managers in three regional offices

1985 – 1986

Sales Manager – Dixie Construction Ltd⁴

Sole charge sales of new (group) home constructions from plans. Advertising and marketing, town planning applications, plans layout, editorials. Sold new homes in Auckland and Putaruru.

1983 – 1985

Property Developer – KLK Investments

Self employed trading in mainly residential real estate. Purchase, development and sales of existing homes and properties. Sold 1/3rd interest to partners. Gained knowledge in project management, town planning and departures, economics, property law, contract law.

1983 - Throughout

Driver – Public service Garage
Delivering mail-bags and Public Servants.

Vehicle Transport Operator – Kearneys Transport
Delivering new motor vehicles across the South Island.
Operated International Harvester 3300 Truck and trailer unit.

1980 -1983

Forklift Operator – New Zealand Railways

1979 - Throughout

Salesperson – P. F. Collier Inc⁵

⁴ Reference on file.

⁵ Reference and Certificate on file.

Became top producing salesperson in door-to-door sales of Encyclopaedia

1976 – 1979

Trainee Chef – Ballins Hotels

Trained for London City & Guilds 7601/2

Work History

Debtor Estates Trustee Implied Trust

- Chairman and Honorary Trustee

Debtor Estates Trustee took on the management of families' budgets, negotiating with their creditors to provide settlement for them and education for beneficiaries. I have handed on responsibility to the Family Budgeting Federation.

At its peak the D.E.T. Trust Account was turning over c.\$300,000 per month.

Information Foundation Registered Charitable Trust

- Chairman and Honorary Trustee
- Co-Trustees: Alan-dian Phair-Thompson
Arthur H. Savage
Paul Town-Treweek

Provides scientific analysis and information to central and local government(s), hardware manufacturers and industry on recycling of technological wastes.

I.F. has been instrumental in preventing the destruction of computer monitors at landfill sites and their classification as hazardous waste.

Auckland University Endocrine Laboratory

Supply PC workstations and GPIB interface to photofluorespectrometer, install RTOS, write driver software for laboratory equipment.

Auckland Veterinary Diagnostics

Supply and fit PC workstations. Install RS232 coupling to veterinary haematological analyser..

Tapestry Knitwear

Consultation on SGI knitwear design workstation connectivity to Digital PDP11 controlled industrial knitting machines and company LAN. Provide plans and user instructions for that purpose. Set up MS Windows terminal software for PC access to Motorola Unix System V accounting/production mainframe.

International Air Travel Association (IATA)

Simultaneous digital fax transmission to South Pacific, Australasian and Asian branch offices.

L. G. Carder Ltd. Plumbing Merchants.

Single simultaneous digital fax transmission to c.20,000 Auckland numbers, collate, analyse and report on marketing campaign.

Classic Hits 97 FM

Multiple simultaneous digital fax transmission for their promotional purposes.

Superbond NZ Ltd – Superannuation Planners

Provide advice on recruitment and sales methodology by way of written manuals.

Surplustronics

Electronics equipment repairs. Website design and roll-out.

Eurocell Sawmilling Ltd⁶

Interface weighbridge Data Acquisition Unit (RS232) with PC. Prepare Impact Assesments, Systems Analysis, Software overview. Manage preparation of C++ software and installation onto Linux system. Write user manuals.

Stepahead Training Centres

Supply and install PC workstations and 10Base-T network. Integrate PICK operating system and applications with Windows machines.

Fisher & Paykel Ltd

Troubleshoot Sparc workstations and network outages. Report on causes and solutions. (Improper earthing to premises).

NZ Police

Provide analysis and report on 486 cacheless motherboards leading to prosecution, conviction and \$50,000 fine upon Edge Computers Ltd.

Fencrite Ltd

Supply and fit PC workstaions and 10Base-T LAN.

Interface Architecture

Supply and fit CAD workstations, print and file servers, and LAN.

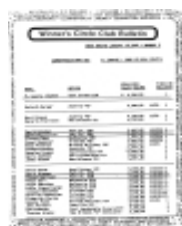
And many, many more!

⁶ Referee available

Preamble

I am rather fortunate to have the following certificates and references to show you as I suffered, in quick succession, a series of crimes in the late nineties in which most, if not all of my property was stolen. Had these scans not have been done, they would not be available.

Awards, References, Certificates



Circle.gif



Pauline.gif



Dixie.gif



Sands.gif

Ham-Is.gif

Naviti.gif



Trophy.gif

Personal Interests

- Cosmology / Physics
- Gardening
- Riding
- Electronics
- Philanthropy

Next of Kin

Andrew G. D. Lowrie
27A Thackeray St
Upper Hutt
4-971 4680
021-883983

Referees

Personal Referee

Craig Drummond
20 Stokes Valley Rd
Stokes Valley
4-938 6734

Professional Referees

Max Webber - C/- Superbond
2 South St
Newton
Auckland
9-309 1989

Lance Harvey - Manager: Eurocell Sawmilling
Park St
Upper Hutt
4-528 0196

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