

Jules Lupowitz

Business Leadership | Coaching | Reputation Management and Repair | Sales and Operations

Founder and President who built six operating corporations across agricultural products, landscaping, monument services, flooring, polyurea coatings, automotive technology, and HVAC services.

PROFESSIONAL FOCUS

Business development, sales enablement, operational leadership, business coaching, and reputation management and repair. Experienced in B2B and B2C revenue generation, construction and HVAC services, electrical and field coordination, automotive aftermarket products, industrial coatings, sports apparel branding, and agricultural chemical sales.

CORE SKILLS

Leadership, coaching, reputation, and operations: Training, delegation, team motivation, problem solving, client retention, and measurable production management.

Marketing, reputation, and IT: Reputation management, brand repair, search optimization, multi-channel campaigns, telephony, CRM/ACD systems, Excel, BOM, CMS, and Salesforce-oriented enablement workflows.

Project coordination: Construction, HVAC, electrical, service marketing, sales management, and simultaneous client issues.

PROFESSIONAL EXPERIENCE

General Manager / Rebuilding Director (Dec 2019 - Dec 2025)

Air Vent Medics, a division of Mike's Air Conditioning - New York, NY

Rebuilt, modernized, and managed the HVAC business through staff development, strategic marketing, electrical and construction coordination, and client-retention work. Jules reports that the business tripled after his first year learning it.

Director of Marketing and Sales (2004 - 2019)

Flexible Lining Systems / Green Tech Solutions Team, Inc. - Melbourne, FL

Directed nationwide marketing and sales for industrial coatings, foam, polyurea applications, and spray-on bed liners. Founded Spray-Lining.

Division Manager (2001 - 2003) - *Global Consultants - Dial Direct, Hauppauge, NY*

Director of Sales and Private Label Development (1989 - 1994) - *Green Way The Clean Way, Inc., Hicksville, NY*

Founder and Brand Owner (Early 1990s) - *Loopy Lids private apparel brand, Hicksville, NY*

President and Founder (1982 - 1989) - *Farm Pro Industries, Inc., Hicksville, NY*

Senior Sales Executive (1980 - 1982) - *Lynda Baker Realty, Plainview and Dix Hills, NY*

EDUCATION

B.B.A., Business Computer Information Systems (1985)

Hofstra University, Hempstead, NY

A.A.S., Automotive Engineering Technologies (1982)

SUNY Farmingdale, Farmingdale, NY

Public website edition. Personal street address and direct contact information have been intentionally omitted.