

**Conrad Jones**  
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**Objective:** Interested in a position of a Television channel sales representative with a leading television channel.

**Key Skills:**

- Great negotiating skills & sales skills
- Great customer service & communication skills.
- Ability to gain customer confidence in the shortest span of time and build customer relations.
- Ability to assess every different customers' needs.
- Able to effectively meet sales goals

**Experience:** GPL Television Channel New York  
**Television Channel Sales Representative** 3/3/2007 to Present

- Contacted prospective customers to sell radio and television time and captioning services for broadcasting station, network, and cable television franchises.
- Called on prospects and presented outlines of various programs and commercial announcements.
- Discussed current popularity of various types of programs such as news, drama and variety.
- Drove vehicle to prospective customers' location.
- Arranged for and accompanied prospect to commercial taping sessions.
- Prepared promotional plans, sales literature and sales contracts, using computer.
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**Education:** State University of New York New York  
**Bachelors Degree in Marketing** 2007

**References:** Available upon request