

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