

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