Conor Shearer

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# PROFESSIONAL EXPERIENCE

**Account Executive** Alpha Media USA, Portland, OR

Kink FM, KXL, 750 The Game, 98.7 The Bull, Live 95.5, Freedom 970, RNW

April 2015- Present

• Generate new business through sales and marketing activities to cultivate client relationships and continued revenue growth for our cluster of six radio stations

• Strategize marketing plans to help clients reach their objectives using creative media solutions in digital, event, and broadcast solutions.

• Prepare and execute multi-platform media campaigns in a creative environment

• Work directly with clients and agencies to implement and service clients marketing programs

• Utilize broadcasting industry programs such as Wide Orbit, VCreative, Nielsen and Scarborough research to create and implement marketing plans for advertisers

**Retail Sales Consultant, Sales** AT&T, Gresham, OR

August 2013- April 2015

* Developed and attained customer experience and sales objectives
* Administrative aspects of the sale including: contracts, warranties, payments, filing
* Provided efficient customer service and assisted in all aspects of product offerings and service
* Won multiple sales contests & consistently was in the top three sales ranking at location

**Sales Associate, Call Center Representative** The Portland Mac Store (CSNW), Portland, OR February 2011- December 2012

* Responsible for answering customer phone calls for all ten Mac Store locations in Oregon and Washington to provide technical support, answer general questions, and schedule appointments.
* Achieved highest sales volume during peak season that contributed to the store having its highest sales revenue, and won multiple sales contests.
* Authorized and trained as an AT&T sales representative.

**Art Department, Set Dresser** The Killhole Film, LLC, Alternate Ending Studios, Portland, OR June 2010 – August 2010

* Coordinated with production designer to find low cost set materials to stay under budget.
* Oversaw filming to ensure continuity with props and actors to help maintain production design.

# EDUCATION

The Art Institute of Portland, Portland, OR. BA, Video Production October 2005- December 2009

Southern Oregon University, Ashland, OR October 2003- March 2005

Central Catholic High School, Portland, OR. Graduate August 1999- June 2003