

Bob F. Hearion

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Skills:

- Sales leader in fast growing technology company
- Superior creative problem resolution abilities
- Excellent contract negotiation and closing skills
- Exceptional written and verbal communication capabilities
- Ability to successfully complete multiple simultaneous projects
- Seasoned leader who effectively interconnects at all management levels

Experience:

GSS Net/Alert FM

2006 – 2009

Affiliate Relations

Lafayette, Louisiana

Sales of the leasing of tower space for 57 KHz RDS subcarriers. Promoted benefits of these technologies through; seminars, speaking engagements and internal staff meetings. Secured contracts for a 190+ radio stations project.

Via Radio Corporation

2002 – 2006

Affiliate Relations

Melbourne, Florida

Directed reorganization of sales and marketing efforts. Created plan to expand and diversify customer base and geographical presence. Managed key existing accounts.

Cumulus Broadcasting

2001 – 2002

Market Manager

Albany, Georgia

Managed 8 radio stations. Responsible for the leadership of 68 employees.

Terion/Harris Corporation

1997 – 2001

Affiliate Relations

Melbourne, Florida

Sales of the leasing of tower space for 57 KHz RDS subcarriers. Promoted benefits of these technologies through seminars, speaking engagements and internal staff meetings. Personally accounted for \$20,000,000 in sales. Secured contract for a 750+ radio stations project

Education:

Wabash Valley College

Mount Carmel, Illinois

Associate of Arts-Radio and Television Broadcasting

References Available Upon Request