

Joe Morgan

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OBJECTIVE

Experienced NBA sports reporter and radio personality looking to take the next step in my career.

EDUCATION

University of Arizona

BA in General Studies

Tucson, AZ

Aug 2009-May 2012

RELEVANT EXPERIENCE

Sporting News and NBA Canada

Sports Reporter: <https://joemorgantakes.journoportfolio.com/>

Los Angeles, CA

Oct 2017 – June 2020

- Clippers and Lakers beat writer for The Sporting News
- Wrote long-form articles covering the Lakers, Clippers and the rest of the NBA
- Conducted 1-on-1 interviews with players and coaches at games and practices
- Appeared (and continue to appear) on several national radio stations weekly to discuss the NBA
- Appeared on BBC One morning television show and Sports Illustrated on a consistent basis
- Attended all Clippers home games to develop relationships with players and staff
- Traveled and attended playoff games (including NBA Finals) in order to give Sporting News insider access

Mile High Sports

Radio Host

Denver, CO

March 2014 – August 2015

- Host of the “Last Call” with Benjamin Allbright radio sports show on FM 104.7 airing Monday-Friday 8-10pm
- Number one in rating in the Denver market during the 8-10pm time slot
- Developed marketing campaigns and content to promote sponsors of the show
- Collaborated with sponsors to address needs for their companies and how to tell their story properly
- Crafted daily creative social media posts to increase listenership
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Apollo.io

Account Executive

Los Angeles, CA

June 2019 - Jan 2020

- Responsible for business development focused on the SaaS space
- Held eight to ten demonstrations each day in front of various C-level executives looking for new sales software for their companies
- Consistently exceeded monthly revenue quota (brought in \$100k+ monthly; goal was \$75k)

SnackNation

Account Executive

Culver City, CA

Jan 2017 - Jan 2019

- Managed relationships with over 120 accounts
- Developed and presented proposals to customers via Skype, Go To Meeting, and on-site
- Consistently exceeded quota every month

Equitas Investments

Acquisitions Associate

Hermosa Beach, CA

Sept 2015 - Dec 2016

- Wrote advertising content for properties that had been acquired
- Presented proposals in person and on the phone to new clients for the purchasing of properties

Expeditors International

District Sales Executive

Denver, CO

Aug 2013 – Nov 2014

- Qualified and cold called potential leads in designated territory