

Video Resume Script

Position: Senior Account Manager (sales)
Potential Employer: Training Company

Running time: 1:45

I'm Jim Smith and I am your best candidate for the position of Senior Account Manager. I have over ten years sales and marketing experience and also served as an adjunct professor teaching business classes at State College.

But...I realize that there are hundreds of candidates who may fit that description. So how am I different? I have a record of getting results:

I make money: At ABC Training and Consulting, I increased 3rd quarter sales by 25%. My business development efforts resulted in 4 new clients in one year---all Fortune 500 Companies, by the way. I can help YOU make money by expanding your new entrepreneurial training program into three additional markets.

I save money: At State College I volunteered to re-negotiate three vendor contracts. The result? A 30% cost savings. By the way, that was not on my list of responsibilities so I *am* willing to step outside of my job description.

Another example of results: I received the "Most Influential Faculty" award from the business sector of our alumni association at State College. This is because 98 % of my former business students went on to corporate management positions or became successful entrepreneurs. All of the students who started their own businesses beat the odds by remaining profitable past the ten year mark. These folks credit a large part of their success to the practical education they'd received in my classes.

I would welcome the opportunity to speak with you more about the benefits I could provide your organization. I can be reached at 410.555.5555. Thank you!