

## Contact

949-903-0440

[www.linkedin.com/in/denniswmurphy](http://www.linkedin.com/in/denniswmurphy) (LinkedIn)

## Top Skills

Creative Media Design

Voice Actor (Talent)

Broadcast Journalism

## Education

### Associate of Arts:

Radio/ Television Broadcasting

Mass Communications

### Associate of Science:

Business - Marketing

## Certifications

Digital Media Design

# Dennis W. Murphy

Stay Positive • Be Alert • Never Quit

Newport Beach, California

## Summary

Life is full of choices, some we force upon ourselves and others are forced upon us. The balance of the fulcrum always exceeds its exponents, least of all the journey that produces new opportunities for growth while overcoming the challenges we have yet to face and conqueror.

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## Experience

### DENNISWILLIAMMURPHY

Writer • Voice Actor • Slogan Capitalist • Jingle Pirate

December 2016 - Present

Hollywood, CA

DENNISWILLIAMMURPHY is a voice actor who lends his unique vocal stylings to the commercial and entertainment space. His range and scope of unique characters will bring to life the voice of your corporate vision and enhance the audience acceptance of your product launch.

As the Marketing Director I implemented strategies for web-design / page layout in Wordpress, using Yoast and Beaver-Builder plugins for SEO and content layout/ creative asset display. I leveraged Adobe Creative Cloud (Photoshop, Illustrator, Stock) to create dynamic branding elements that's gave the property a voice. Through social media I created a media mix via Pinterest, Twitter, Tumblr, Instagram and Snap as a broad spectrum play to enhance audience behavior and brand awareness.

- Writer, Director, Producer.
- Voice Talent, On-Air, Loop, ADR, Effects.
- Web Media, Content, Wordpress, HTML, CSS.
- Adobe, AVID, Pro-Tools, Apple FCP.
- Illustrator, Photoshop, MSOffice, Keynote, Publisher.

### Zillow Group

Business Consultant

July 2013 - December 2016 (3 years 6 months)

Irvine, CA

As a Showcase evangelist I cross market the Premier Agent platform of products and services delivering best of class in online media and marketing solutions for the real estate industry. Success is driven by effectual targeted prospecting, hand selecting agents to enhance their presence on web and mobile then farming referral business at the point of ROI.

- Outbound/ Inbound call handling / Inside Sales (primarily cold calling 1st & 2nd year).
- 80 – 120 calls daily / 20 -35 new advertising contracts per month.
- Achieved 114% of quota overall.
- Salesforce CRM/ Adobe Photoshop Illustrator/ Content Development.

### Salem Communications

Account Executive - KFAQ 1100AM • KDOW 1220AM

October 2012 - April 2013 (7 months)

Fremont, CA

Salem Communications is America's leading radio broadcaster, Internet content provider, and magazine and book publisher targeting audiences interested in Christian and family-themed content and conservative values.

- Outbound/ Inbound call handling/ Inside Sales.
- Leveraged station listener assets.
- Achieved recognition for hitting sales targets.
- WideOrbit CRM/ Adobe Audition/ Adobe Photoshop.

### Chabot-Las Positas Community College District

Radio/TV Broadcasting • Mass Communications • Business Marketing

June 2007 - June 2012 (5 years 1 month)

Hayward, CA

Studied Mass Communications in the areas of Radio/Television Broadcasting, Journalism, Business Marketing and Digital Media Design.

- Journalism: Co-Editor/ Writer/ Photographer.
- Radio/ Television: KCRH 89.9FM On-Air Talent / Producer/ Writer.
- Digital Media: Video/ Adobe/ HTML, CSS.
- Earned multiple degrees / graduated with honors.

## CENTURY 21®

Realtor /Mortgage Consultant

July 2001 - August 2009 (8 years 2 months)

Dublin, CA

Provided mortgage loan origination services for new home construction, purchase and refinance transactions throughout Northern California.

- Outbound/ Inbound call handling/ Inside Sales.
- Top Producer: recognized top 5 in the agency of 30 -50 agents.
- Provided content development/ Marketing Campaign Management.
- Leveraged client referrals to scale ROI.
- Calyx Point CRM / MS FrontPage/ MSOffice.

## Cornerstone Peripheral Technologies

Western Regional Account Executive

September 2000 - May 2001 (9 months)

Fremont, CA

Provided inside sales solutions online B2C and B2B for the web channel [www.monitorsdirect.com](http://www.monitorsdirect.com). Oversaw revenue guidance and territory productivity for the western half of North America.

- Outbound / Inbound call handling / Inside Sales.
- Created new accounts within the hardware technology space.

## Pacific Coast Mortgage Inc

Mortgage Consultant

October 1998 - July 2000 (1 year 10 months)

San Ramon, CA

Learned and developed a true understanding of “how to” originate loans, mentored by one of the leaders in the industry Ron Banks and coupled with my previous relationship development skills, I excelled to a top producer and became a viable contributor to the office.

- Outbound/ Inbound call handling/ Inside Sales.
- Provided content development/ Marketing Campaign Management.
- Leveraged client referrals to scale ROI.
- Calyx Point CRM / MS FrontPage/ MSOffice

## Midcom

Account Executive/ Inside Sales

January 1996 - June 1998 (2 years 6 months)

Mountain View, Ca

Utilized inside sales techniques to develop relationships and conduct first line interviews with clientele. Created brand awareness through one on one discussion and solidified client hires through selective candidate presentation and interview feedback matrices.

- Managed full life cycle recruiting process in the DOD space.
- Secured accounts through cold calling NASA, Lockheed Martin etc..

## USA TODAY

Inside Sales/ Call Center Management/ Sales Management  
June 1979 - December 1995 (16 years 7 months)

Provided inside sales/sales/sales management for The OC Register, USA Today, The Daily Pilot, URent Furniture, The Broadway Co., ComSystems, Westec Security, ION Security and others.

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## Education

### Chabot College

A.A. Mass Communications, A.A. Radio - Television Broadcasting, A.S.  
Business - Marketing and a Certificate - Digital Media Design · (2007 - 2012)

### TUSTIN HIGH SCHOOL

Technology and Creative Writing · (1973 - 1977)