Brian Egan

Media and Sales Pro

itsbrianegan@gmail.com

702-305-6566

Mount Juliet, TN, United States

Award-winning radio host, executive producer, now inside sales pro, seeking FT Nashville-based sales or media opportunity.

TALENT STACK

Inside Sales | Public Speaking | Podcast Host | Talent Coach | Story Boarding | Capcut | GoPro Quik | Video Editor | Sales Door 2 Door | Photoshop | Writer | WordPress | Klaviyo | Slack | Lead Simple | JustCall | Call Tools | CRMX | Lead Simple | Endurance Sports

WORK EXPERIENCE

Simple Flow Solar
Remote Inside Sales/Setter

01/2025 - Present — *Nashville, TN*

Solar Sales Company - cold calling, identify aged and inbound leads in multiple markets, qualifying them and setting appointment for closers.

Achievements/Tasks

- Achieved a team-high of 30 sales from Jan - May 31 closed as a setter by qualifying leads effectively, resulting in a 54% conversion rate from virtual appointments to solar contract sale.
- Promoted to the Discovery and Catch team after demonstrating exceptional performance, completing a month of Closer training to enhance sales coverage.
- Generated commissions totaling nearly 58K Jan- July this year, showcasing strong sales performance and dedication to achieving targets.
- Participated in Solar Con (Las Vegas) in April, gaining advanced training and insights to improve sales strategies and customer engagement.

Contact : Nik Borrelli - (516) 404-0641

Better Earth Solar
1099 - Solar Sales Rep

06/2023 - 11/2024 — *Tampa, FL / Nashville, TN*

Achievements/Tasks

- Door2door sales prospecting homes to help families make the switch to sustainable solar energy in Tampa, Florida.
- Closed 26,000 watts of solar sales in 4 months. Attended sales seminars from Andy Elliott/Jeremy Miner - 7th Level.
- Since Feb '24, Nashville-based 1099 Inside Sales (setter). Familiar with CRM tool Lead Simple, and Just Call app.

Contact : Wayne Riznychok (914) 350-8711 - WRiznychok@gosimpleflow.com

Executive Producer
Westwood One, Nashville

11/2014 - 07/2022 — *Nashville, TN*

Achievements/Tasks

- EP for 3 syndicated shows: Nights With Elaina (formerly NASH Nights Live); Steve Gorman Rocks! and The Lia Show. Worked well with a variety of highly capable talent.
- Expert at talent management, music scheduling, building clocks, guest prep, recording interviews, and post-production.
- Content mapping, screening listener calls, booking Country Star interviews, interfacing with affiliate and national sales reps.

Contact : Charlie Cook - 818 - 378 - 5979

WORK EXPERIENCE

Echo Ever Proudly Podcast
Gonzaga College High School

05/2021 - 04/2022 *Washington, DC*

Achievements/Tasks

- As part of the 200th anniversary celebration of the founding of my alma mater, Gonzaga (the Jesuit High School in the Nation's Capital), I created a school year long podcast to share the legendary stories of Eye Street for the Bicentennial.
- Solo-produced remotely from Nashville 26 podcast episodes. (Guest booker, host, editor, publisher, note writer.)
- Utilized my broadcasting talent stack, re-ignited my Catholic faith, added some new skills, shared wonderful stories, gratis.

Contact : Dave Dugan - 202-412-0584

Program Director/Morning Host
WKWS - FM Charleston, WV

04/2012 - 11/2014 *Charleston, WV*

Achievements/Tasks

- Led a successful station rebrand and a gained "reporting" status for the small-market station.
- Created promotional campaigns that integrated programming targets and exceeded sales goals.
- Grew ratings 4.7 - 9.4, while direct competitor shares (25-54) fell 20 - 13.2.

Contact : Jeff Adams - 540 - 327 - 6640

EDUCATION

B.A. English and History
Saint Joseph's University

Philadelphia, PA