Lisa K. Qualifications   5/31/2023

1. **Education**
   a. 2 Years at Minot State College

2. **I am a Recipient of Minot Chamber of Commerce Eagle Award**
   a. For Excellent Customer Service

3. **I was an Ambassador for The Minot Chamber of Commerce for 12 Years**

4. **Work History:**
   a. 9 years in Accounting for KXMC-TV, KXMB- TV, KXMD-TV and KXMA-TV.
   b. KCJB –AM and KHHT-FM
      i. 1 of a 3 member team that facilitated P & L Statements, Accounts Receivables and Accounts Payables, and processed Payroll.
      ii. End of the Year Audits were always conducted. We were responsible for documentation that supported our decisions.

   c. I sold advertising for KCJB and KIZZ-FM for a total of 4 Years.
      i. My responsibility was to add additional customers and dollars.

   d. I sold advertising for KMOT-TV for 8 years.
      i. I was part of a 6-person team that was responsible to partner with local business and show them how to grow their business
      ii. And at the same time, add business and dollars for KMOT-TV.

   e. I was a Sales Manager for Results Unlimited for 10 ½ years
      i. I was responsible to selling Results Unlimited Services.
         1. We had offices in Minot and Fargo.
         2. Our services were Television, Radio, Newspaper Champagnes.
         3. Video Projects of various lengths
         4. We facilitated monthly magazines and catalogs

   f. I was Sales Manager for KXMC-TV, KXMD-TV and KXMA-TV for 1 ½ Years
      i. I was responsible for training and supporting salespeople for the 3 Television Stations. This included extensive travel.
         1. At the same time, growing our customer's business and adding business and dollars for the 3 Television Stations.

g. I was employed by Ryan Family Dealerships for 9 ½ years.
   i. Ryan Chevrolet, Ryan Buick & GMC, and Ryan Cadillac, Ryan Honda, Ryan Nissan, and Ryan Dealership in Williston.
      1. Customer Relations Manager
      2. Business Development Manager
      3. Nissan Sales Manager
      4. Chevrolet Director of Quality Assurance