
Advertising Executive Resume

Job Objective

Seeking to join a reputed organization as an Advertising Executive to deliver the best of my professional ability.

Highlights of Qualifications:

- Remarkable sales, traditional and new media advertising experience
 - Huge knowledge of MS Office, CRM systems and Internet advertising terminology
 - Good understanding of standard advertising metrics and performance measurements
 - Ability to interpret marketplace needs and translate them into products and services
 - Proven track record of generating new business, growing existing relationships and exceeding revenue goals
 - Excellent consultative sales and closing skills
 - Superior communication, organization and presentation skills
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Professional Experience:

Advertising Executive
The Washington Examiner, Dyersburg, TN
August 2005 – Present

Responsibilities:

- Acquired budgeted sales goals and retained existing customers.
 - Organized meetings for fresh business and aided collections.
 - Outlined professional sales recommendations.
 - Managed follow up and proactive sales calls.
 - Recognized prospects and delivered sales plans.
 - Marketed telecommunication tools to small business owners.
 - Aided small businesses to increase revenues.
 - Outlined presentations to these businesses.
 - Managed paperwork spontaneously.
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Education:

Bachelor's Degree in Advertising
Middlebury College, Middlebury, VT

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