
Advertising Sales Manager Resume

Job Objective

Experienced Advertising Sales Manager seeking employment with reputable organization where my skills and training can be a positive contribution to company.

Highlights of Qualifications:

- Huge experience in managing online advertising and local advertising sales for media industry
 - Sound knowledge of social media tools
 - Operational knowledge of consumer trends and merchants
 - Remarkable ability to handle multiple projects according to deadline
 - Deep ability to adapt to changing situations
 - Amazing communication and presentation skills
 - Skilled in Microsoft Office applications
 - Good understanding advertising and financial industry
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Professional Experience:

Advertising Sales Manager

Inmar, Jersey City, NJ

October 2008 – Present

- Maintained effective working relationships with companies with help of ad agencies.
- Established business models for clients, prepared success metrics and designed various advertising options.
- Monitored company objectives and prepared strategies for sale processes to complete all goals.
- Managed all communication related to project deliverables and program optimization.
- Participated in review meetings and completed processes.
- Developed technologies for managing proper execution of all projects.
- Prepared records of all account status and presented it to management on a regular basis.
- Designed client campaigns and ensured computability of technology with processes.

Advertising Sales Representative

Screenvision, Jersey City, NJ

August 2003 – September 2008

- Developed leads to garner more clients with help of multiple sources.
- Administered all meetings with various prospects.
- Managed business deals and performed required negotiations on same.
- Prepared proposals and contracts in compliance to guidelines.
- Prepared communication for all sales activities and contact.
- Documented client acquisitions and requirements.

Advertising Sales Executive

Gather Inc., Jersey City, NJ

May 1998 – July 2003

- Developed good working relationships with sales team and conducted cold sales call.
 - Maintained relationships with existing customers and maintained knowledge on company products.
 - Provided exceptional customer services and provided support for same.
 - Monitored processes and ensured customer satisfaction resolving problems if required.
 - Administered contacts and maintained effective retail rates.
 - Facilitated in maintaining relationships with clients and representatives.
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Education:

Bachelor's Degree in Digital Media Design

Methodist University, Fayetteville, NC

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