
Advertising Sales Representative Resume

Job Objective

Experienced Advertising Sales Representative looking for position with reputable organization.

Highlights of Qualifications:

- Outstanding experience in selling print and online advertising space
 - Amazing track record in developing and selling to new accounts
 - Superior English grammar skills and sound ability to multi task
 - understanding of interactive and print advertising
 - Ability to interpret and evaluate general business publications, procedures and regulations
 - Ability to identify new sales opportunities and grow existing business
 - Ability to build strong, long-lasting client relationships
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Professional Experience:

Advertising Sales Representative
Liturgical Publications Inc., Kwigillingok AK
November 2006 – Present

- Coordinated with sales team to meet goals and extended aid in the evolvement of sales strategies and campaigns
- Administered client accounts, contracts and communication.
- Coordinated in national industry events.
- Evaluated decision-makers for prospects and their expenditure levels.
- Cultivated relationships and nurtured proposals.

Advertising Sales Representative
Capital Newspapers, Kwigillingok AK
February 2001 – October 2006

- Delegated to evaluate each client's status before selling add-on advertising space.
 - Efficiently executed sales calls to fresh and existing prospects.
 - Coordinated in industry trade shows.
 - Administered sales statistics submission to sales manager.
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Education:

Bachelor's Degree in Advertising
Northwestern College, Chicago, IL

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