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## Advertising Sales Resume

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### Job Objective

To obtain Advertising Sales Representative position that will enable me to use my skills, educational background, and ability to work well with people.

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### Highlights of Qualifications:

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- Vast experience in the advertising and marketing industries
  - Proficient with MS Windows, Office and Outlook- Salesforce.com
  - Strong ability to demonstrate initiative and self-management skills
  - Profound ability to generate new prospects, cold call and possess strong closing skills
  - Excellent verbal, written and interpersonal communication skills
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### Professional Experience:

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Advertising Sales Rep  
RGI Publications, Inc., Royal Palm Beach, FL  
August 2005 – Present

- Collaborated with digital teams and established integrated advertising programs.
- Prepared proposals and presentation for customers.
- Managed database of active accounts and revenue forecasts.
- Presented essential services to clients within assigned territory.
- Improved sales to existing accounts and to attract new advertisers.

Advertising Sales Rep  
VertMarkets Inc., Royal Palm Beach, FL  
May 2000 – July 2005

- Developed creative sales proposals to present to potential clients.
  - Created leads by networking, cold calling, emailing and solo mailing.
  - Administered and maintained existing accounts already setup.
  - Managed and updated account/lead database.
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### Education:

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Bachelor's Degree in Marketing,  
Lincoln Memorial University, Tennessee, TN

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