
Advertising Sales Resume

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.

Highlights of Qualifications:

- 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:

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:

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

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