
Online Account Executive Resume

Job Objective

Seeking Online Account Executive Position with the perfect company that gives me the opportunity to learn and gain more experience in this field.

Highlights of Qualifications:

- Strong accomplished Sales experience selling search, banner ads, and internet ad space
 - In-depth knowledge of online advertising and marketing opportunities
 - Good knowledge of CPC, CPM, CPA pricing models
 - Proficient in MS Office suite
 - Strong sales skills including prospecting, forecasting, pitching, presenting, and closing large deals
 - Excellent prospecting and cold calling skills
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Professional Experience:

Online Account Executive

Jun Group, Carrollton, TX

August 2007 – Present

- Solicited new business through cold-call and e-mail.
- Developed target client lists and maintained high volume of direct sales calls.
- Adhered to sales goals and customer needs.
- Conducted needs analysis with potential advertisers.
- Assessed customer needs and concerns and recommended suggestions.
- Managed and mentored sales, service and product teams to achieve and improve results.

Online Account Executive

SwarmBuilder, Inc., Carrollton, TX

May 2004- July 2007

- Identified customer's demographic and geographic needs.
 - Created and proposed marketing recommendations that best suited customer needs.
 - Prepared advertising contracts.
 - Prepared various sales reports.
 - Adhered to all office policies, including recommended rates and campaigns.
 - Processed client contracts and confirmations adhering to collection procedures.
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Education:

Bachelor's Degree in Marketing

Eastern Mennonite University, Harrisonburg, VA

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