

---

## Radio Sales Executive Resume

---

### Job Objective

Respected Radio Sales Executive seeks position where my skills would be used for the betterment of the company and its employees.

---

### Highlights of Qualifications:

---

- Ability to make use of data to construct a sales argument
  - Outstanding ability to devise innovative and creative sales pitches
  - Excellent organization and presentation skills
  - Strong Computer skills
  - Excellent verbal and Communication skills
- 

### Professional Experience:

---

Radio Sales Executive  
CBS Radio,Charlestown, MA  
August 2007 – Present

- Achieved display targets and maximized revenue.
- Made appointments with agencies and clients.
- Prepared sales materials.
- Negotiated price adhering to established budgeted yields.
- Monitored and analyzed competitive media for business leads.
- Maximized sales opportunities and exposure of the portfolio's offering.
- Handled and resolved client enquiries.

Radio Sales Executive  
Nicolet Broadcasting Inc, Charlestown, MA  
May 2004- July 2007

- Sold radio advertising packages.
  - Researched and generated new leads.
  - Performed cold calling and prospected for fresh business.
  - Managed client care and general account.
  - Promoted sales of program sponsorship and features.
- 

### Education:

---

Bachelor's Degree in Marketing  
Walla Walla University, College Place, WA

[Build your Resume Now](#)