
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](#)