
Sponsorship Executive Resume

Job Objective

Searching for Sponsorship Executive position where my skills and special training can be used for the good of the company.

Highlights of Qualifications:

- Extensive experience in sales, marketing, and advertising
 - Extensive knowledge and passion of motor sports
 - Proficient in Microsoft Word, Excel, PowerPoint and Outlook
 - Excellent time-management, organizational, and self motivational skills
 - Effective communication and interpersonal skills
 - Ability to service multiple clients and various assignments
 - Ability to work well with a team and independently
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Professional Experience:

Sponsorship Executive
World Vision Inc., Palatine, IL
August 2007 – Present

- Prospected and solicited current and new sponsors for digital properties.
- Developed and implemented advertising and sponsorship sales plan.
- Analyzed inventory, and maximized auction and remnant inventory opportunities between media buys.
- Generated new business by cold calling corporate enterprises.
- Created sales presentations and managed offline and online advertising campaigns.
- Achieved and exceeded revenue goal targets.
- Developed international territories and adapted programs with localized advertisers and sponsors.

Sponsorship Executive
CACI International, Inc., Palatine, IL
May 2004- July 2007

- Developed and managed sponsorship programs surrounding specific race events.
 - Generated revenues and achieved budgetary goals.
 - Executed and managed sponsorship sales.
 - Developed and maintained prospect lists.
 - Facilitated communication and activities between firm, clients, and the track.
 - Recommended sponsorship programs and advised management.
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Education:

Bachelor's Degree in Business Management
Lincoln University, Oakland, CA

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