

Tracy Smith

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Objective: Interested in the post of an advertising sales representative with a leading advertising and media firm.

Key Skills

Great negotiating skills & sales skills
Great customer service & communication skills.
Ability to gain customer confidence in the shortest span of time
and build customer relations.
Ability to assess every different customers' needs.
Able to effectively meet sales goals

Experience

WSS Media & Advertising

New York

Advertising Sales Representative

3/3/2007 to Present

- Sold classified and display advertising space for publication.
- Prepared lists of prospects from leads in other papers and from old accounts.
- Obtained pertinent information concerning prospect's past and current advertising for use in sales presentations.
- Visited advertisers to point out advantages of own publication.
- Exhibited prepared layouts with mats and copies with headings.
- Collected payments due.

Education

State University of New York

New York

Bachelors Degree inMarketing

2007

References: Available upon request