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# Olivia Parker

Advertising sales representative with nine years of experience selling print and digital ad space. Skilled in creating tailored advertising packages, negotiating contracts, and building long-term client relationships. Proven track record of increasing ad revenue through strategic sales techniques.

## CONTACT



(555) 789-1234



email@example.com



LinkedIn | Portfolio



Denver, CO 80202

## KEY SKILLS

- Advertising sales strategy
- Contract negotiation
- Digital marketing knowledge
- Lead generation
- Revenue forecasting

## Professional Experience

ADVERTISING SALES REPRESENTATIVE | PEAK MEDIA GROUP, DENVER, CO  
JUNE 2017 - PRESENT

- Increase ad revenue by 35% annually by developing customized advertising packages for clients
- Built a portfolio of 50+ advertisers, maintaining a 95% renewal rate
- Negotiated multi-year contracts with clients, securing over \$2 million in recurring revenue

SALES ASSOCIATE | ADVISION MEDIA, BOULDER, CO  
MARCH 2015 - MAY 2017

- Exceeded sales targets by 20% through effective lead generation and prospecting
- Collaborated with creative teams to develop ad campaigns that met client objectives
- Tracked sales performance and provided weekly forecasts to management

## Education

- Bachelor of Science in Marketing  
University of Colorado | May 2015