

Rachel Foster

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LinkedIn | Portfolio

Advertising sales executive with expertise in media sales and client relations
Highly motivated advertising sales professional with seven years of experience in digital and print media sales, account management, and campaign strategy.

Professional Experience

Advertising Sales Executive

Media Solutions Group, Miami, FL

May 2019 - Present

- Increased **advertising revenue by 35%**, securing **\$500,000 in new contracts**
- Managed a **portfolio of 30+ corporate clients**, ensuring **high ad return on investment (ROI)**
- Developed cross-platform ad strategies, improving campaign engagement by **20%**

Sales Representative – Advertising

Local Media Network, Tampa, FL

June 2016 - April 2019

- Sold over **\$1 million in advertising packages annually**, exceeding revenue targets
- Built long-term relationships with local businesses, increasing client retention

Education

Florida State University

Bachelor of Science in Advertising & Marketing May 2016

Key Skills

- Digital advertising and media sales
- Client acquisition and revenue growth
- Ad campaign performance analysis
- B2B sales and corporate partnerships