

Brantley Bozek

Advertising Sales
Manager

Profile

Details

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(778) 536-9589

8125 W Flamingo Rd, Las Vegas, NV 89147

I am an experienced advertising sales manager with over 5 years of experience in the industry. I have a proven track record of success in managing and developing successful advertising sales teams. I am passionate about helping businesses grow and achieve their goals through effective marketing and advertising strategies. I am knowledgeable in all aspects of the sales process, from prospecting to closing deals, and have a keen understanding of the latest digital marketing trends.

Employment History

Advertising Sales Manager at Advertising Sales Manager at Bonneville International Corporation in Reno, NV, NV

May 2022 - Present

- Achieved sales goals for 12 consecutive quarters, leading team of 8 account executives.
- Grew territory revenue by 25% in first year as manager.
- Exceeded quarterly quotas by an average of 20% over 4 years.
- Negotiated and closed deals with clients such as Coca-Cola, PepsiCo, Nestle, Unilever worth a total value of \$12 million annually.
- Led training sessions for new hires that resulted in a 75% reduction in time to ramp up to full productivity.

Advertising Sales Representative at Advertising Sales Manager at Sinclair Broadcast Group in Las Vegas, NV, NV

Aug 2017 - Apr 2022

- Sold \$1.2 million in advertising space over the course of one year.
 - Negotiated ad rates with clients that were 20% higher than the standard rate.
 - Secured long-term contracts with 3 major clients.
 - Developed relationships with key decision makers at target companies.
 - Consistently met or exceeded monthly sales targets.
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Education

Bachelor of Science in Advertising at University of Nevada, Reno

Aug 2012 - May 2017

Some skills I've learned are effective communication, writing persuasive copy, and analyzing data.

Links

[linkedin.com/in/brantleybozek](https://www.linkedin.com/in/brantleybozek)