

# Résumé

## Objective

To offer expertise as a management sales consultant and /or business development director for your company in which I can fully utilize my experience in the following fields; consulting, marketing and development. To use the listed abilities in a growth-oriented organization that offers diverse job responsibility and the potential to use T.Rose International Management Group Inc. to further you companies goals from its current position to profit. Business to Business

## Summary of Experience

Opened and retained over 100 accounts per yr of small to large companies  
Developed brand positioning for key company product lines.  
Developed proposals and submitted bids  
Maintained extensive, nationwide network of business contacts  
Ability to gain account loyalty, with proven long-time partnerships with top companies.  
Ability to unify diverse groups of people behind a common goal.  
Strong negotiating and networking skills  
Personable, motivated, enthusiastic.  
Excellent closing skills.

## Employment History

*President* *2009 to present*

*T Rose International Management Group Inc*

Creating revenue for all size companies thru website and local advertising, social media, and providing new infrastructure to make the company profitable.  
Specializing in the ready development of companies for bids and compliance, budget development and staffing.

*Vice President* *2009-2009*

*All-Pro Staffing and Placement Inc*

Responsible for the creation of new website and sponsorship, creation and implementation of new division Quinn Business Solutions and a high end executive placement for professional making a six figure income.

*Classified Advertising Sales Manager*      2006-2009  
*Baltimore Business Journal*

Coordinated the services of the classified advertising department, including hiring, training, scheduling, evaluating, disciplining, and terminating employees within the department. Generated sales by identifying companies from various sources to sell print advertising by helping local businesses, profile clients, and effectively present marketing, advertising, and products to enhance the client's brand. Trained advertising coordinators and promoted them to the rank of display advertising executives and trained associates to use networking extensively with clients to build successful business to business relationships. Negotiated terms, closed sales, and wrote contracts. Served as primary contact for clients and advertising agencies on requests and inquires regarding schedules, invoices, pricing, etc. Managed customer account database and maintained client contracts and files. Interacted with multiple departments including Production, Accounting and Marketing. Conducted ongoing monitoring of competitor's brands. Managed territory forecasting, revenue, and prospect reports. Monitored, tracked and managed sales reports. Developed and maintained sales and marketing materials for entire classified department.

*Classified Advertising Executive*      2003-2006  
*Baltimore Business Journal*

Interviewed clients at length to discover their goals and desired image. Became familiar with their products and services in order to promote features and benefits to best advantage. Sold advertising space to a diverse group of clients and built content for network of publications. Monitored and provided constructive suggestions for increasing magazine's circulation and standing in the market. Built lasting relationships with important community advertisers, which resulted in measurable revenue growth. To devise, plan, and execute all phases of an advertising program for clients. Promoted to Senior Classified Specialist and then promoted to Classified Advertising Sales Manager

*Circulation Sales Manager*      2002-2003  
*Baltimore Business Journal*

Report directly to the Director of Circulation. Responsible for increasing the subscription base of the paper by devising and implementing various promotional activities. Working with the Director to define annual sales goals, communicated them to sales team. Maintained records of all sales performances, and reporting for department's progress to management. Promoted to Classified Advertising Executive

*Circulation Sales Representative* 2000-2002  
*Baltimore and Washington Business Journals*

Lead and support for entire circulation sales process by seeking out potential business opportunities and staying up-to-date on industry information, also researched contact, product, and general information on prospective clients to sell our paper. Promoted to Circulation Sales Manager

**Education**

Maryville College, Maryville, Tennessee  
Holston High School, Knoxville, Tennessee

**Associations**

National Association of Women Business Owners- Baltimore Chapter  
American Business Women's Association - AA County Chapter  
Executive Women's Network –MD/DC Chapter

**Awards**

ABCJ Eagle Award of Excellence in Advertising Sales  
ABCJ Award of Excellence in Circulation Sales