

ASU Student Media

Student Advertising Sales Representative

Full Name: _____ Date: _____
Last First M.I.

Address: _____
Street Address Apartment/Unit #

City State ZIP Code

Phone: () _____ E-mail Address: _____

Major _____ GPA _____ Expected Graduation Date _____

Number of credit hours taking for semester applying _____

Eligible for work study? _____

Semester Applying for Fall Spring Summer 20 _____

Please answer the following questions as thoroughly as possible. If necessary, use an extra sheet of paper and type your answers.. An important part of this job is effective communication, so please be sure to use complete sentences and proper grammar. Your application will be evaluated based on your resume (please attach), communication ability and desire to gain professional experience in advertising sales. You must have a vehicle for this position.

1. What do you like and dislike about the sales process, and why?

2. What do you think are the most important skills for success in sales?

3. What is it about advertising sales in general and Student Media specifically that interests you?

4. How do you stay motivated and move on after a string of rejections?

5. This job entails prospecting, cold-calling and establishing/maintaining relationships with advertisers. Give some examples of how your previous experience has prepared you for this.

To submit this application online, click on the following link, display.advertising@asu.edu

To submit this application by mail, print out this document and mail to:

Arizona State University
Memorial Union
C-O: DeDe Grogan
PO Box 0901
Tempe, AZ 85287-0901

To submit in person, bring to the Student Media reception desk on the third floor of the Memorial Union on the Tempe Campus.

Questions? Call Dede Grogan, Student Media Manager at 480-965-9515.

ASU Student Media is an equal opportunity employer.