



# 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](mailto:display.advertising@asu.edu)

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

Student Media  
Cronkite Building  
Arizona State University  
555 North Central Avenue Ste 302  
Phoenix, AZ 85004

To submit in person, bring to the Student Media reception desk in the basement of the Matthews Center on the Tempe Campus.

Questions? Call Leo Gonzales, Advertising Manager at 602-496-2164.

ASU Student Media is an equal opportunity employer.