

# Advertising Sales Agents

## SOMETHING EXTRA

Advertising is everywhere. Ads are found on the radio and television, in our magazines and newspapers, on billboards, on our shirts and shoes, in our schools, as part of our movie previews, and now as part of our bodies. That's right, some advertisers now are paying individuals to wear temporary tattoos on their foreheads pitching a particular product. People with long bangs need not apply.

## On the Job

Advertising sales agents do exactly what the name suggests—they sell advertising, including space in publications, signs and billboards, and television and radio time. Some work with businesses to decide what forms of advertising will work

best. Others work for media companies to sell the space they have for advertising. The work can be stressful due to irregular hours and sales quotas.

## Subjects to Study

Math, English, communication skills, computer skills, business courses, art, journalism, economics

### Education & Training

Moderate-term OJT



### Earnings

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### Job Outlook

Average increase



## Discover More

If your school has a newspaper, find out how you can get involved in its production. Contact local businesses around your school like grocery stores and restaurants to see if they would be willing to buy advertising space in your school paper. Or simply see if they would be willing to sponsor a charity fund drive, and then plan one with your class.

## Related Jobs

Advertising, marketing, promotions, public relations, and sales managers; insurance sales agents; real estate brokers and sales agents; sales engineers; sales representatives, wholesale and manufacturing; securities, commodities, and financial services sales agents