

# ABIGAIL JONES

PROMOTER

## INFO

### ADDRESS

1515 Pacific Ave, Los Angeles, CA  
90291, United States

### EMAIL

abigail@email.com

### PLACE OF BIRTH

San Antonio

### DRIVING LICENSE

Full

### NATIONALITY

American

## LINKS

[Linkedin](#)

[Facebook](#)

[Instagram](#)

## SKILLS

Cold Calling

● ● ● ● ○

Research

● ● ● ● ●

Networking

● ● ● ● ○

Sponsorships

● ● ● ○ ○

Sports Legislation

● ● ○ ○ ○

Proposals

● ● ● ○ ○

Strategic Marketing

● ● ● ● ●

Product Demonstrations

● ● ● ● ○

## HOBBIES

## PROFILE

*Dynamic product promoter with extensive experience in presenting product features to large audiences. Hardcore persuasion skills coupled with innovative product demonstrations secures continuous deals of over \$100k per month.. Proven relationship building skills backed by a Bachelor's Degree in Sales and Marketing.*

## EMPLOYMENT HISTORY

### Senior Product Promoter, Wish Online Products

Aberdeen

Nov 2017 - Present

*Advertising revenue increased following the implementation of a bi-monthly email campaign, which resulted in a 30% uptick in leads generated and a 20% improvement in monthly online advertising subscriptions .*

- Actively involved in research efforts to identify new marketing strategies, business opportunities and the performance of competitors
- Participate in trade shows, sales workshops, sales seminars, and events on behalf of the business to increase visibility
- Stay on top of new trends and innovation within the industry
- Continuously network by staying an active member of relevant industry bodies locally and internationally where applicable
- Cultivate relationships with prospective new clients.
- Present sales proposals to potential clients
- Structure deals and payment terms
- Coach and mentor junior promoters and sales reps
- Organize quarterly road shows to visit regular clients based outside of state borders

### Night Club Promoter, Miami Night Club Network

Miami

Aug 2015 - Sep 2017

*Market events by word of mouth, email blast, handing out fliers and putting up posters to create awareness. Responsible for all club launching events on the Miami boardwalk mile.*

- Secure sponsorships and advertising contracts
- Attend networking events to solicit clients
- Attend club launches and inauguration parties
- Manage social media awareness campaigns
- Work in a nightlife setting and visit three clubs per evening selling tickets and promotional items
- Sell event tickets, party-bus services to corporates
- Build creative sales strategies to increase customer satisfaction and attain business sales goals
- Sell VIP packages to corporate companies in the area
- Make promotional videos of club facilities and conduct interviews with club DJ's, waiters and managers

Running, Tennis, Basket  
Ball

## LANGUAGES

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English



Italian



Spanish



## EDUCATION

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### Ashford University, Bachelor in Sports & Recreation Management

Denver

Mar 2013 – Mar 2015

Majors: Sales Management, Sports Management

Minors: Communications, Marketing, Sports Legislation

Accolades: Deans Honors List

### San Francisco Secondary College, High School Diploma

San Francisco

Sep 2012

- Part of the Student Body for two years
- Organize all promotional athletic and swimming meets
- Invite University representatives to sports events to secure scholarships

## COURSES

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### Social Media Mastery Course, Lion's Women in Business College

May 2018 – Aug 2018

### ISM Certificate in Sales and Marketing, Dale Carnegie

Mar 2019 – Present

## INTERNSHIPS

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### Athlete Promoter, Ashford University

Denver

Mar 2019 – Mar 2019

- Negotiate sponsorship terms with managers, legal departments, union officials, and other persons regarding elite athletes' contractual rights and obligations with the university's executive board

## VOLUNTEERING

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### Ashton Community Library

Denver

Jul 2010 – Sep 2012

- During the summer holidays assisted Library Manager with various administration tasks such as bookkeeping, filing, reorganizing shelves and coding of new stock