



# Advertising Sales Agents



## What Is It?

Sell or solicit advertising space, time, or media in publications, signage, TV, radio, or Internet establishments or public spaces.

## What Do They Typically Do?

- Selling or Influencing Others
- Communicating with People Outside the Organization
- Establishing and Maintaining Interpersonal Relationships

## Annual Income:

- Entry Level: \$31,840
- Typical: \$55,030
- Experienced: \$77,670

## Major Employers:

Information, Professional, Scientific, and Technical Services

## What do I do next?

### Learn about the job culture:

- Schedule at least one informational interview
- Conduct a job shadow, if possible
- Research available volunteer or intern opportunities

### Prepare for training:

- Visit and call trade schools or colleges that offer a related program
- Research regional job openings at: [idahoworks.gov](http://idahoworks.gov)

### Explore all pathways to certification:

[labor.idaho.gov/jobscope](http://labor.idaho.gov/jobscope)

### Talk to your school counselor or advisor for more information

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## Get started today!

Ask about the career & technical programs at your school or nearby technical college.

Check out Idaho Digital Learning Academy for online opportunities: [idahodigitalllearning.org](http://idahodigitalllearning.org)

For tips, tools, and resources to learn how your skills and interests can translate to a rewarding career, visit the Next Steps Idaho website.