ADVERTISING

What can I do with this major?

AREAS

EMPLOYERS

STRATEGIES

ACCOUNT MANAGEMENT

Sales

Development

Marketing

Administration

Planning

Information

Retail Trade

Advertising agencies
Digital/interactive agencies

Corporate advertising departments

Specialty advertising firms

Consulting firms

Marketing firms

Self employed/Freelance

Cultivate an eye for detail, strong organizational and communication skills, and the ability to handle multiple clients with various demands.

Learn to think strategically and to mediate between company and client.

Gain experience in sales by working at a campus or local newspaper or radio station.

Develop budgeting and scheduling skills and be prepared to enforce deadlines.

Take advantage of computer science classes to learn how to maximize online traffic and digital promotions.

Obtain skills and knowledge of statistical analysis.

CREATIVE SERVICES

Art

Copywriting

Print Production

Broadcast Production

Publishing

Technical Writing

Web Design

Product Design

Graphic Design

Casting Illustration

Advertising agencies

Digital/interactive agencies

Consulting firms

Publishers including:

Trade books

Paperback

Educational materials

Technical, scientific, and medical

Internet sites

Develop and strengthen art skills. This is the creative side of advertising.

Compile a portfolio of writing, graphics, and ideas. Gain knowledge of production and printing.

Work with college or regional magazines, publications, or radio and television stations.

Take technical writing courses to enhance writing skills.

Learn how to sell your ideas and abilities. Seek experience in the field, even if unpaid.

AREAS

EMPLOYERS

STRATEGIES

MEDIA

Advertising Sales Planning/Buying Public Relations/Promotion Research

Design, Art, and Production

Traffic

Direct Marketing:

Direct marketers advertise directly to the customer through mail, magazines, radio, or TV to get an immediate response by telephone, mail, or fax

Social Media

Interactive Marketing

Advertising agencies
Digital/interactive agencies

Business corporations

Publishers

Television Radio

Newspapers

Magazines

Government agencies Internet marketers

Gain practical experience through internships, parttime, or summer positions.

Join a campus or local newspaper or radio advertising staff.

Create a portfolio demonstrating strong creativity and marketing ability.

Develop strong communication, interpersonal, and negotiation skills. Learn to take initiative.

Keep up to date with daily changes in digital technologies and its capabilities.

RESEARCH

Product Analysis
Statistical Analysis
Focus Group Moderation
Interviewing
Project Management
Supervision

Advertising firms
Corporate advertising departments
Specialty advertising firms
Market research companies
Consulting firms

A Master's or Ph.D. may be required for advanced statistical analysis.

Gain experience with statistics, data interpretation, and writing.

Complete a co-op program or internship at a market research firm.

Obtain additional computer, math, and data analysis skills since research tends to involve "number crunching."

<u>SALES</u>

Advertising Sales
Industrial Sales
Consumer Product Sales
Financial Services Sales
Services Sales
Retail Sales
Online Sales
Operations Management

Television sole practitioners
Radio
Newspapers
Magazines
Internet marketers
Manufacturers
Consumer product companies
Pharmaceutical companies
Ranks and other financial institution

Banks and other financial institutions

Service providers

Department stores and other retail establishments

Obtain sales and marketing experience in specific area of interest.

Develop excellent communication and negotiation skills.

Demonstrate high energy, confidence, assertiveness, outgoing personality, tact, and diplomacy.

Seek leadership roles in campus organizations or work settings.

Develop a strong commitment to customer satisfaction.

(Advertising, Page 3)

PUBLIC RELATIONS

Special Events
Media Relations
Risk and Crisis Communication
Health Communication
Fundraising
Marketing Communication
Labor Relations
Consulting

Public relations firms
Corporate in-house public relations departments
Trade associations
Government agencies
Colleges and universities
Non-profit organizations
Labor unions
Hospitals

Get relevant experience through internships, parttime, or summer jobs.

Perfect public speaking ability and writing skills.

Demonstrate enthusiasm, interpersonal skills,
persuasion, teamwork, integrity, good judgment,
and intelligence.

Gain administrative and event planning skills.

Join a public relations student organization and seek leadership roles.

GENERAL INFORMATION

- For advertising management positions, courses should include marketing, consumer behavior, and market research.
- Obtain as much relevant experience while in school as possible, paid or unpaid.
- A portfolio is a must have in this industry and should include work that demonstrates writing and design ability, as well as marketing sense. Save work throughout the course of your studies and employment to be used for a portfolio. It is better to have too much to choose from instead of too little.
- Overall, individuals in the advertising area need to be excellent communicators, good listeners, team players, professional, hard working, creative, flexible, and enthusiastic.
- Start exploring and analyzing a variety of ad campaigns you like and be able to explain what is good about them and how they target a particular audience.
- Most advertising positions are filled by promoting experienced staff. Be willing to start in an entry-level position in order to get your foot in the door.
- Prepare to relocate to larger markets such as New York, Chicago, or Los Angeles for more job opportunities.
- Try various routes to find a job in this field: apply directly to an agency, join an in-house advertising department, take a job in a separate department while learning company procedures and advertising department staff, join a support resource group, or freelance.
- When choosing an employer, consider the size of the firm, location, client list, and type of advertising involved.
- You may need additional areas of expertise for newspaper or television, such as printing and photography.
- Read all relevant material to the area you want to work.
- If you have no experience, pick up a running campaign, determine its objectives, and make something new to showcase your talents.
- Increasingly social media applications are becoming a center in this field. Become familiar with utilizing digital space.
- Develop a "unique selling proposition" to market distinctive qualities about yourself in the job search.
- Maintain a good personal and professional social media presence.