

JOSHUA VANECKO



CONTACT

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EDUCATION

12/2022

Bachelor of Arts - Communications

Ohio State University
Columbus, OH

- Minored in Film Studies

08/2021

Associate of Arts - Arts

Ohio State University
Columbus, OH

05/2019

High School Diploma

Grove City Christian
Grove City, OH

SUMMARY

Experienced, well-rounded individual committed to putting in optimal effort into my career and passions. Continuously developing and learning new skills and adapting to the environment around me to accept the next challenge.

EXPERIENCE

Account Executive

WBTW News13 - Nexstar Media Group, Inc. | Myrtle Beach, SC

07/2023 -

- Continuously prospect, build rapport and establish new relationships.
- Maintain, nurture and grow existing client and agency relationships.
- Present valuable station solutions (sponsorships, digital, ect.) and Nexstar digital solutions to clients.
- Consistent and excellent growth and surpass revenue goals. Maintain a quality-focused approach on client relationships.
- Create and manage TV schedules, sponsorship strategies, creative advertisements and new initiatives.

Sales Director

Infiniti Of Columbus | Dublin, OH

03/2021 - 05/2023

- Retained product knowledge and competitive benefits while developing new strategies to present features, advantages and benefits to the consumer.
- Created and maintained meaningful relationships leading towards organic outsourcing.

INITIATIVES

Don't Tell Comedy

Producer

- Source unique locations
- Plan, produce, and manage comedy shows including budgeting

The Rock

Volunteer

SKILLS

- Continuous development
- Account Management
- Business Relationship Management
- Advertising Sales
- Excellent communication skills
- Presentation and public speaking
- Sales strategies
- Identifying SQLs
- Customer relations
- Human resources
- Leadership
- Technology

LANGUAGES

English:



Native/ Bilingual

Portuguese:



Native/ Bilingual

Spanish:



Educational Proficiency

- Built sales professional skill sets to utilize efficiently. Set goals to achieve and exceed achievements.
- Maintained current product knowledge and benefits.

Human Resources Coordinator

Chick-fil-A | Columbus, OH

02/2021 - 03/2021

- Conducted interviews and events to promote growth within the company.
- Handled coworker issues and improved workplace environment and productivity.
- Selected and interviewed candidates.

Shift Leader

Chick-fil-A | Columbus, OH

07/2019 - 02/2021

- Delegated tasks to employees and monitored activities and task completion.
- Supervised, motivated and led employees to maintain productivity and customer service levels.
- Positioned skilled staff in key areas throughout shift to optimize department productivity.

Team Leader

Chick-fil-A | Columbus, OH

01/2019 - 07/2019

- Assessed, motivated and empowered team members to work to build customer satisfaction and loyalty, to support retention and growth.
- Fostered positive employee relations through communication and training.

Team Member

Chick-fil-A | Columbus, OH

08/2017 - 12/2018

- Worked hard to learn all required tasks quickly and maximize performance.
- Looked for ways to go above and beyond job requirements.