

PROFESSIONAL SALES



WHY CHOOSE PROFESSIONAL SALES?

- Job Placement for Graduates is Above 90%
- Access dozens of networking opportunities with industry leading professionals
- Rated one of the top sales programs in the country by the *Sales Education Foundation*
- Certified by the Professional Society for Sales and Marketing Training

DID YOU KNOW?

- 1 of only 24 universities in the U.S. currently offering a Professional Sales Major
- Home of the annual *National Collegiate Sales Competition*
- Founding member of the *University Sales Center Alliance*

A degree in **Professional Sales** from the Coles College of Business will prepare you with the tools, skills and support you need for success. Unique resources like our state-of-the-art sales lab and Center for Professional Selling offer **experiential learning opportunities** that help you make an impact immediately after graduation. Employers will be looking for you!

You will take courses in professional selling, sales management, business-to-business marketing, consumer behavior, entrepreneurship and more.

WHAT CAN I DO WITH A MAJOR IN PROFESSIONAL SALES?

Graduates from sales programs start with an average base pay between \$45,000 - \$60,000 with up to an additional \$20,000 - \$35,000 in potential bonuses/commission in positions like:

- Business Development Manager
- Account Representative
- Sales Manager
- Sales Engineer

WANT TO ENGAGE WITH OTHER STUDENTS?

- KSU Sales Club
- Sales Competition Team
- Student Advisory Board

HOW WILL I CONNECT WITH BUSINESS?

Our business relationships span organizations at the local, national and global levels for full-time and internship opportunities, with over 66% of our majors participating in some cooperative education program. Connections include:

- Salesforce.com
- Gartner
- McAfee
- Henry Schein Dental
- IBM
- ADP

WHERE TO LEARN MORE

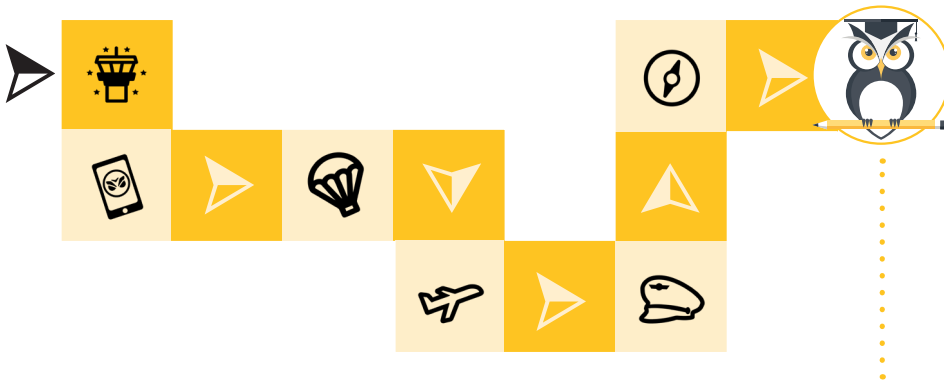
Coles.Kennesaw.edu/marketing-sales
mfoster@kennesaw.edu

Let us help you

COLES COLLEGE UNDERGRADUATE PROGRAMS

Going UP? WE'RE HERE TO HELP WITH THE SERVICES AND RESOURCES YOU NEED TO SUCCEED.

You want a degree that makes you career ready. We want to help you rise to the occasion. Our goal is to prepare you with the skills and experience employers need and to create opportunities for engagement so you will stand out from the pack.



ENGAGE YOUR EDUCATION

Participate in student organizations and competitions here at Coles to enhance your connections. Get involved, apply what you're learning, find your people.

ColesCollege.com/studentorgs

COLES COLLEGE SCHOLARS

With core values like Accountability, Integrity, Stewardship, and Excellence, the Coles College Scholars Program is turning exceptional business students into future business leaders. *Are you ready?*

ColesCollege.com/scholars

SELECT A MAJOR OR MINOR IN:

- Accounting
- Economics
- Entrepreneurship
- Finance
- Hospitality Management
- Information Security & Assurance
- Information Systems
- Management
- Marketing
- Professional Sales

MINOR ONLY PROGRAMS:

- Business Law
- Financial Technologies (FinTech)
- Music and Entertainment Business
- Operations and Purchasing
- Sports and Entertainment Marketing
- International Business (coming Fall 2023)

CERTIFICATE PROGRAMS

- Business Fundamentals
- Entrepreneurship
- Information Security and Assurance
- Interdisciplinary Music and Entertainment Business

ColesAdvising.com

Coles College Center for Student Success

You aren't alone! Our student success teams are here to support your path through Coles College.

colescss@kennesaw.edu
470.578.6055



EDUCATION ABROAD

Global learning enriches your college experience and provides perspective that sets you apart.



TUTORING & ACADEMIC SUPPORT

Business courses can be challenging, but our dedicated tutors and supplemental instruction leaders are here to help.



CAREER COACHING

Our professionalism program connects you with veterans from your industry for coaching.



ACADEMIC ADVISING

Meet with your academic advisor once a semester to make sure you land at your intended destination.



INTERNSHIPS & CO-OPS

Career and internship advisors support Coles College students as they land their next internship, co-op, or meaningful work experience.



FLIGHT ACADEMY

This engagement platform accessed by your mobile phone or computer tracks activities outside the classroom making it easier to share your story as you network.

UP

#TAKEFLIGHT

COLES.KENNESAW.EDU/UNDERGRADUATE