



Professional Distinction in SALES

Department of Marketing

▶ About

The Professional Distinction in Sales complements the student's degree and provides tangible evidence of rigorous experiential preparation for a career in sales.

▶ Achievement

The Professional Distinction in Sales is a semester by semester recognition. Students must receive 400 points through sales high impact opportunities in order to receive the recognition.

Students who complete four semesters of Professional Distinction in Sales will receive a medal at graduation.

▶ Getting Involved

Active membership in Pi Sigma Epsilon will expose students meaningfully to career paths in sales. Students who have an interest in sales should join this organization as part of their career preparation.

▶ Contact

Hannah Cole
Wehner 220 A

Pi Sigma Epsilon
Andrew Loring
Wehner 242 C

▶ How To Earn Points

Example:*

	<i>Points</i>
Sales Competition Participation	100
Externship	50
Florida State Sales Competition	50
PSE Active Member	50
Sales Career Fair	30
PSE Officer	25
3.5 GPA or Better at the End of the Semester	25
Speed Networking	25
Sales Cup Welcome Mixer	25
Lunch & Learn - Altria	20
Lunch & Learn - Reynolds & Reynolds	20
Lunch & Learn - GM	20
Lunch & Learn - Union Pacific	20
Sales Cup Open House	10
Retailing Career Fair	10
Sales Comp Volunteer	10
Follow us on Instagram	10
Like us on Facebook, Take a Pic at Sales Cup and Tag PSI	10
Connect to PSI on LinkedIn	10

* There are many different ways to earn points, these are just examples. Visit our website for up to date events and times.

▶ Sewell Scholar Program

This is an application based opportunity for students active in our sales program to serve as ambassadors and earn a significant scholarship

▶ Resume Material

Example: Professional Distinction in Sales, four semesters