

# 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](https://Coles.Kennesaw.edu/marketing-sales)  
[mfoster@kennesaw.edu](mailto: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.



**FIND THE RIGHT CAREER FOR YOU**  
Our professionalism program helps you to choose the right path to launch your career.

**UPAC**  
**Undergraduate Programs Advising Center**

*You aren't alone!* Our Academic Advisors, Career Coaches, Internship & Co-op Advisors, and Education Abroad faculty are here to support you on your path through Coles.

ColesAdvising.com  
colesupac@kennesaw.edu  
470.578.6055  
Burruss Building, Suite 431 (4th floor)

**EXTEND YOUR KNOWLEDGE**  
Engage Your Education, by participating in Student Organizations and Competitions. Here at Coles, we know connections matter. Get involved, apply what you're learning, find your people.

ColesCollege.com/studentorgs

**TRAVEL THE WORLD**

**Education Abroad!** With destinations on six continents, enrich your experience and get a degree that matters on a global scale.

## SELECT A MAJOR OR MINOR IN:

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

## MINOR ONLY PROGRAMS:

- Business Law
- Engagement Marketing
- Entrepreneurship
- Joel A. Katz Music & Entertainment Business
- Operations & Purchasing
- Sports Marketing

## CERTIFICATE PROGRAMS

- Business Fundamentals
- Information Security Assurance
- Information Systems
- Joel A. Katz Music & Entertainment Business



## STRIVE FOR EXCELLENCE

**Coles College Scholars (Honors Minor):** 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



## TUTORING CENTER

Business courses can be challenging, but our dedicated tutors are here to help. *You can do this!*

ColesCollege.com/tutoring  
470.578.3256



## SUCCESS!

**76% of Coles students are employed or pursuing graduate school** within months of graduating. The odds are in your favor. **A degree from Coles really can make all the difference!**

**UP**

#TAKEFLIGHT

COLES.KENNESAW.EDU/UNDERGRADUATE