

## CSR 30000: Field Experience in Sales Management

Selling & Sales Management students are required to complete a work experience in a sales position to meet graduation requirements. The following are the requirements:

1. Attend a required meeting to obtain a syllabus for the semester in which you're working. **If you are planning on working over the summer, a mandatory meeting will be held in April to distribute the syllabus and forms you need.** If you're working in the Fall or Spring semester, meetings are held during the first week of school. You must attend the mandatory meeting in order to register.
2. Obtain suitable work in sales, outside sales, and/or cold-calling. Your position must be primarily in business-to-business sales and must be approved by the supervising CSR Professor. Key questions to ask of your potential employer may be "will I be making any sales calls or shadowing someone who does?" "Will I be giving the opportunity to open and or close a sale?" If the answer is YES to one or both of those, you're in good shape. Most important thing to remember is you are NOT looking for RETAIL sales (where a customer comes to YOU). Keep in mind that the "customer" *may* be another COMPANY (business-to-business) rather than an individual consumer (end-user).
3. You must be able to complete a minimum of 140 hrs in the time frame of the semester in which you're registered. **IMPORTANT:** Hours accrued will not count until the position is formally approved by the supervising professor on the SITE APPROVAL FORM. Not-for-profit agencies may not qualify; please check with your CSR supervising Professor.
4. Per your syllabus, there will be assignments and a final paper due by the end of the semester. Your work supervisor will also need to evaluate you as well. There is a letter to your supervisor in the syllabus informing them of your need to research the company in order to write your final paper.

### Examples of Past Experiences:

- Sales intern with Abbot Laboratories, Chicago, IL, Columbus, and Indianapolis;
- Sales representative with the Purdue Exponent, W. Lafayette, IN;
- Inside/outside sales representative with Old Fort Supply Co., Inc.; Fort Wayne, IN;
- Sales consultant with Mary Kay Cosmetics;
- Sales representative intern with L.E. Frazier Insurance in Terre Haute, IN;
- Sales representative intern with Allison Transmission in Indianapolis, IN;
- Sales representative with Stone Bridge Country Club in Aurora, IL;
- Sales & marketing intern with Radioworks (93.5 & B 102.9) in Lafayette, IN;
- Sales representative with GE Medical Systems;
- Sales representative with Rollpak Corp., Goshen, IN;
- Sales representative with Becks Superior Hybrids, Atlanta, GA;
- Advertising sales representative with Indianapolis Monthly magazine, Indianapolis;
- Group Sales Representative with Louisville RiverBats baseball team;
- J & L Marketing, Louisville, KY (student has Indiana territory)
- Learfield Communications, West Lafayette;
- Vector Marketing, Lafayette;
- Various insurance agencies;
- Interns for Indiana (sales positions in for-profit company only);
- The Student Media Group (located in West Chester, PA, territory in WL);
- School Datebooks Inc.;
- Ezra Mfg. (aka Versahaul);

## Internship & Job Hunting Tips

### 1. Attend Career Fairs

#### **Fall Career Fairs:**

- Industrial Roundtable, Sept. Armory or Memorial Mall <http://pesc.student-orgs.purdue.edu>
- Krannert Executive Forum. Sept., PMU Ballrooms.
- Hospitality & Tourism Management Career Day, Sept. PMU Ballrooms.
- Agricultural Career Day. Oct. PMU Ballrooms.

Go to [www.cco.purdue.edu](http://www.cco.purdue.edu) for complete details and a full list of Fall career fairs

#### **Spring Career Fairs:**

- CSR Extravaganza! In January, each year ~ see the PDC link at [www.cfs.purdue.edu/csr](http://www.cfs.purdue.edu/csr)
- <https://www.cco.purdue.edu/asp/Calendar/Calendar.asp?Date=1/26/2009&Type=3>
- CSR Career Conference, each February: [http://www.cfs.purdue.edu/csr/Career\\_Conf/home.htm](http://www.cfs.purdue.edu/csr/Career_Conf/home.htm)  
Sponsored by Consumer Sciences & Retailing's Professional Development Council
- Krannert Undergraduate Spring Career Fair. <http://www.mgmt.purdue.edu/events/smef/home.asp>
- College of Technology Career Fair. [http://www.tech.purdue.edu/News\\_and\\_Events/Career\\_Fair/](http://www.tech.purdue.edu/News_and_Events/Career_Fair/)

Go to [www.cco.purdue.edu](http://www.cco.purdue.edu) for complete details and a full list of Spring career fairs

**2. Use the Center for Career Opportunity.** Located in Stewart Center, room 116. They will help with all of your job hunting needs including mock interviewing, resume critiquing and company information sessions!  
[www.cco.purdue.edu](http://www.cco.purdue.edu)

**3. Register on CCO Express** to utilize our numerous job search databases for on and off-campus interviewing: [www.cco.purdue.edu](http://www.cco.purdue.edu)

**4. Network** with companies by joining a club related to your major

**5. Speak with your parents** and family friends about your need to fulfill an internship; they may have contacts; get your name out there!

**6. Watch for email job announcements** from Margie Story, Sally Harmon or Bobbe Molter

**7. Check the local newspapers** job classified in cities you're interested in working

**8. Google** the company name you're interested in working for and follow the "employment" links

**9. Walk in to the company** you are interested in begin the networking process (be sure to dress the part).

**10. Use the Purdue Career Wiki at:**

<http://wiki.lib.purdue.edu/display/Career/Purdue+University+Career+Wiki;jsessionid=BCF9ECA77BD241ADB1FA0DFCFA26B8F4>