



METROPOLITAN STATE UNIVERSITYSM
OF DENVER

Center for Professional Selling

Real-World Readiness

A university sales education can provide an excellent return on your investment, with placement rates of 92% and average starting salaries of \$60k+ per year.

MSU Denver's Center for Professional Selling prepares students for sales success through real-world selling experience, networking events, national competitions, and more.



MSU Denver was named one of the "Top Universities for Professional Sales Education" by the Sales Education Foundation.



MSU Denver is a Full Member of the University Sales Center Alliance - one of only 40 in the nation.



The College of Business is AACSB-accredited, the highest standard of achievement for business schools.



MSU Denver is one of only 10 colleges and universities across the nation named a Diversity Champion by INSIGHT Into Diversity magazine.



MSU Denver has consistently been recognized as being Best for Vets by Military Times and Military Friendly by VIQTORY Media.

msudenver.edu/selling

Students

Our innovative curriculum is applicable to a variety of industries and careers.

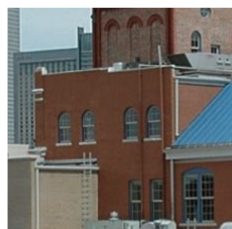
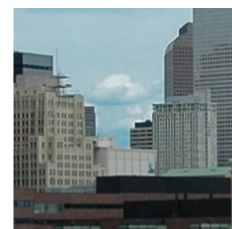
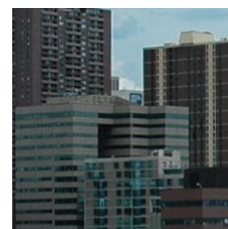
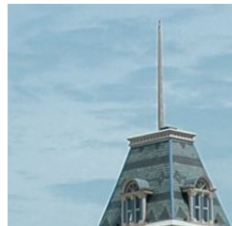
Program Options:

- Professional Selling Major, B.A.
- Sales Certificate
- Sales Minor

Why consider sales?

- Career Opportunities: Professional salespeople are needed in a variety of industries
- Critical Skills: Everybody in business -no matter what role - is selling. Sales is *not* all about closing or being assertive
- Real-World Connections: Our students work with professionals and have an established network before graduation
- Fulfillment: 77% of graduates from formal sales programs report career satisfaction
- Community: We have many opportunities to get involved, from our competitive ProSales Team or informal lunches and happy hours

More than 50% of college graduates will hold their initial job in sales.



A win-win situation

The Center for Professional Selling provides opportunities to acquire the most talented, promising new employees and creates an ideal win-win situation for the partner and the University.

Sales program graduates come to the workforce armed with real-world experience, strong career goals, and the tools and talent to contribute to their organizations from day one.

According to a survey of sales managers:

- Sales program graduates ramp up 50% faster than their non-sales educated peers
- New hires from sales programs turnover 30% less
- Sales program graduates save their recruiting companies an average of \$180,000 per hire when compared to other recent graduates.



Partners

Partners support our program both financially and through student engagement. Partner opportunities include:

- Academic presentations or activities in sales classes (four to six per semester)
- Invitation to a Meet and Greet networking event held each semester, attended by students in all sales classes
- Student resume book
- Membership on the Center's Advisory Board
- Invitation to a private LinkedIn group for sales students and alumni
- Recognition in the Sales Center, website, and promotional materials
- Additional opportunities to engage with students (vary by semester)

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Our Partners:



SCRIPPS



PARK PLACE
TECHNOLOGIES



ORS•Nasco



MEDCO
PROFESSIONAL TOOLS | EQUIPMENT | PBE SUPPLIES



Mutual of Omaha



National Corporate Housing