# SALES SOCIETY

*Learning. Networking. Connecting*

**A Florida International University**
*Student Organization*

## Spring 2020 Schedule

| Date | Day | Activity/Topic | Time | Location | Participants & Facilitators |
|---|---|---|---|---|---|
| Jan 23 | Thurs | Networking<br>**Open House & Kickoff** | 6:00PM | CBC 232 | Sales Society, Alumni, & Various Corporate Sponsors |
| Jan 30 | Thurs | Workshop<br>**Customer Success is Your Success** | 6:00PM | CBC 155 | ***Miami Heat*** |
| Feb 6 | Thurs | Industry Night<br>**Speed Selling & Networking** | 6:00PM | Sales Lab RB 307B | Various Corporate Sponsors |
| Feb 13 | Thurs | Workshop<br>**The Age of Technology** | 6:00PM | CBC 155 | ***Bank of America Merchant Services*** |
| Feb 20 | Thurs | Panel Discussion<br>**Managing Conflicts and Negotiations** | 6:00 PM | CBC 155 | Various Corporate Sponsors |
| Feb 24-28 | Mon - Fri | **Spring Break Week** | | | |
| Mar 5 | Thurs | Workshop<br>**Sales Training** | 6:00PM | CBC 155 | ***DHL*** |
| Mar 12-14 | Thurs - Sat | **Global Bilingual Sales Competition** | | | |
| Mar 19 | Thurs | Workshop<br>**Mindfulness at Work** | 6:00PM | CBC 155 | ***Altria*** |
| Mar 26 | Thurs | Panel Discussion<br>**The Real World of Sales** | 6:00PM | CBC 155 | Various Corporate Sponsors |
| Apr 2 | Thurs | Workshop<br>**Adapting to Others** | 6:00PM | CBC 155 | ***Aerotek*** |
| Apr 9 | Thurs | Industry Night<br>**Speed Selling & Networking** | 6:00PM | Sales Lab RB 307B | Various Corporate Sponsors |
| Apr 16 | Thurs | End of Year<br>**Awards and Social** | 6:00PM | TBA ON APR 9 | Members |

## Corporate Sponsors 2019-2020

Aerotek, Altria, Bank of America Merchant Services, DHL, Enterprise Holdings, Alamo, Enterprise, National, Tom James Since 1966, Ecolab, Sunbelt Rentals, Lilly, idea Financial, Dell, Diligent Services, Inc., watsco Cooling the Americas, Gartner, ADP, City Furniture, hear.com simply good hearing, AT&T, thyssenkrupp, effectv A Comcast Company

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## WANT TO EXPAND YOUR REACH?

Because we know how important it is for you to succeed as a student and after graduation that's why we have an offer for you that will bring you next to success!

### Internships and Jobs

Open to all majors, we take top priority in increasing opportunities for our members

### Professional Development

Our workshops provide members with a grounded understanding of sales, interpersonal skills, interview skills, etc...

### Sales Experience

Get the unique opportunity to attain work experience, attend corporate job shadows, and compete in a sales tournament

## Our Corporate Sponsors:

Aerotek – Our People Are Everything
DILIGENT SERVICES, INC.
Safari Ltd. – safariltd.com
Lilly
ECOLAB
Bank of America Merchant Services
MIAMI HEAT
Altria
ADP
TOM JAMES – SINCE 1966
AT&T
thyssenkrupp
Gartner
DHL EXPRESS
ENTERPRISE HOLDINGS – Alamo, Enterprise, National
COMCAST SPOTLIGHT
DELL
CITY FURNITURE
idea FINANCIAL
watsco – COOLING THE AMERICAS
A CUSTOMS BROKERAGE

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