

Career Information on Sales

Resources • Interview Tips • Research

INTERVIEW QUESTIONS FOR SALES

- Describe your achievements in your previous job and why are you a good match for this job?
- Describe a sales situation that you think you handled well. Tell us how you prepared for the appointment. What was your strategy? How did it turn out?
- Give me a detailed recommendation that you would give your previous employer to improve their overall sales business process.
- What extracurricular activities have you undertaken that enabled you to practice sales skills?
- Tell me about a time you handled multiple responsibilities. How did you get organized?
- Tell me about a sales project you worked on in which you had overcome several obstacles.
- Tell me about a sales situation in which you experienced conflict and how you resolved it.

FOR MORE INFORMATION ABOUT SALES AT THE C. T. BAUER COLLEGE OF BUSINESS

For more information about the Stephen Stagner Sales Excellence Institute, visit: www.bauer.uh.edu/sei/index.php

For more information about American Marketing Association at UH, visit: www.amauh.com

RESOURCES FOR SALES CAREERS

LINKEDIN.COM GROUPS

Sales Best Practices
Sales and Marketing Executives
The Sales Professional Network
The SALES Association
Sales Playbook!
Sales Management Association
Sales Café

ORGANIZATIONS

Professional Sales Association
NASP: National Association of Sales Professionals
CSP: Certified Sales Professional
National Sales Solutions
Academy of Sales

Sales is defined as a position are to maintain outstanding customer service, generate sales, merchandise product, and support the management team.

SKILLS & ABILITIES

Ability to influence and persuade	Great presentation skills	Interpersonal skills
Management	Organized	Quantitative skills
supervisory skills	Decision making skills	Leadership
Adaptability/flexibility	Planning	Teamwork
Marketing skills	Energetic	
	Problem solving	

BASIC THEORY

Sales Plan	Sales Prospecting
Market Segmentation	Quote and Proposal
Funnel Theory	Sales Techniques
Cold Calling	Sales pipeline tracker
Market Share	Sales Lead generation

POTENTIAL EMPLOYMENT AREAS

Account Representative	College Recruiter	Representative
Business Analyst	Business Consultant	Import/Export Manager
Sales Vice President	Sales Engineers	Sales Agent
Sales Director	Pre-Need sales	Retail Manager
Sales Advisor	Vehicle Sales	Sales Manager
Sales Representative	Life/Health/Business	Property Manager
Sales Trainee	Insurance	Merchandising
Inside Sales	Mutual Fund	Public Relations

HOW BAUER RANKS

The C. T. Bauer College of Business at the University of Houston is consistently recognized for its specialty programs, with the most recent honor coming from the Sales Excellence Foundation (SEF), which has named the college's The Stephen Stagner Sales Excellence Institute to its annual list of Top University Sales Programs. The Stephen Stagner Sales Excellence Institute at Bauer is a leader in providing sales research and education, with its Program for Excellence in Selling preparing undergraduate students for careers in selling. The institute also focuses strongly on sales research, uncovering the key drivers of superior sales performance and providing information to sales managers about state-of-the-art methods for creating and sustaining competitive advantage in the sales force.

CAREERS IN SALES FOR MBAS

SALES MANAGER

Successfully manages sales staff in assisting families with making interment arrangements through the selection and purchase of property, merchandise, and services on an at-need or pre-need basis and ensures that every client family is presented every option and provided the highest quality and most professional and ethical service possible.

BUSINESS ANALYST

Develop, test, implement, and maintain various business intelligence and reporting applications under direction of department management. Produce weekly/monthly as well as ad-hoc reports and perform analysis for different departments. Create custom queries to extract data from enterprise database and other data sources. Assists in prospecting and analyzing new business.

LIFE /HEALTH /BUSINESS INSURANCE

Duties included handling of calls for quotes, changes, questions for existing personal lines, marketing for new business and client relationships. Must be licensed and have at least 2 years of insurance experience.

SALES ENGINEERS

Carries out sales support activities in support of sales & marketing activities including network design, link budget analysis, transmission plans, technical presentations, proposal writing and participating on selected sales calls and marketing activities.

VICE PRESIDENT OF SALES

Monitor operational performance to ensure companies and client's quality and safety criteria are met or exceeded in all respects. Deliver the full range of company products to the client to meet contract requirements cost effectively whilst maximizing profitability (improving margins). Plan income and cost budgets for areas of responsibility to reflect acceptable margins and contribution levels.

RETAIL SALES MANAGER

This individual is responsible for directing and managing the sales activities of a group of Consultants/sales representatives (typically 2-7). Also responsible for producing high volume sales and building relationships with realtors, builders, financial planners, bank stores, past customers, and other nontraditional source while providing excellent customer service.

Please visit Bauer Gateway to apply for opportunities.