

# WHAT A TYPICAL PES MENTORSHIP LOOKS LIKE

1



Student identifies potential industries and companies

2



Student qualifies mentors and they agree to meet

3



Student and mentor agree on a "Mentorship Plan"

4



Mentor coaches, guides and supports student through their time at PES

5



Student graduates from PES

6



Student continues their mentorship throughout their college career and beyond

## C. T. Bauer College of Business at the University of Houston

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C. T. Bauer College of Business is an AACSB accredited business school.

**BAUER**  
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UNIVERSITY of HOUSTON



**[PES]**  
PROGRAM FOR EXCELLENCE IN SELLING

## Jacket Sponsorship & Mentorship Program

UNIVERSITY of HOUSTON | BAUER  
PROGRAM FOR EXCELLENCE IN SELLING



# NOT YOUR TYPICAL EDUCATION

The Program for Excellence in Selling (PES) prepares students for careers in sales by providing an extensive sales education, facilitating internships and offering job placement. Through a selective and rigorous admission process, PES accepts no more than 75 students. Considered by academics as the best undergraduate program in the nation, its curriculum offers students distinct learning opportunities.

PREREQUISITE	SEMESTER I			SEMESTER II	
<b>Professional Selling</b> Sales Process SPIN Sales Technique Communication Skills  <b>MARK 3337</b>	<b>Advanced Professional Selling</b> Role Playing Cold Calling Buying Cycle Ethics  <b>Jacket Sponsorship</b> <b>Quota: \$250</b>  <b>MARK 4373</b>	<b>Customer Relationship Management</b> Sales Force Automation e-Commerce Case Studies Team Projects Customer Value  <b>Golf Tournament</b> <b>Quota: \$800</b>  <b>MARK 4376</b>	<b>Personal Branding</b> Personal Brand Development Strength and Skill Assessment Résumé and Interviewing Skills Networking Negotiations and Career Strategy  <b>MARK 4379</b>	<b>Sales Management</b> Territory Management Forecasting Hiring Performance Management Training @ Coaching  <b>Career Fair</b> <b>Quota: \$500</b>  <b>MARK 4374</b>	<b>Key Account Selling</b> Strategic Account Management Decision Centers Team Selling Identifying Customer Needs Managing Account Teams Presentation Skills  <b>Corporate Sponsorships</b> <b>Quota: \$10,000–\$100,000</b>  <b>MARK 4375</b>



# NOT YOUR TYPICAL MENTORSHIP

Accepted students receive an official PES blazer which embodies their professionalism and sincere sales interest to Bauer and business communities. Moreover, it signifies the student has secured a formal mentor, their first real sale as part of the program’s curriculum.

# NOT YOUR TYPICAL STUDENT

PES is a unique and diverse organization with students from varying ethnic and professional backgrounds, experiences and ages — reflecting the diversity of our campus and city. PES students are especially set apart by their sales skills, work ethic and professionalism.

## STUDENT DEMOGRAPHIC

The makeup of the student body



# NOT YOUR TYPICAL COLLEGE GRADUATE

With over 2,000 alumni since 1996, graduates from PES are in demand and have proven to be successful in all industries and trades — not just direct sales. They have a willingness to relocate, demonstrate a strong work ethic and understand what it takes to be successful in any role. All that said, PES graduates are eager to begin a career specifically in sales, understand the roles and responsibilities of a salesperson and have proven sales experience and formal sales training.

“I was so proud to receive the blue blazer as part of my acceptance into PES. It distinguished me from every other student and served as a symbol of excellence and the exceptional sales training that I received. The Jacket Mentorship Program, however, was about more than just finding a sponsor for my blazer, I found a true mentor. My ultimate goal for joining PES was to gain personal and professional development and a mentor helped me take that to the next level by learning from someone who has been doing for years what I hope to do in the future.” —**Yara Suki**

