

CSR 30700: Field Experience in Selling

Pre-requisites: Students currently admitted to Selling & Sales Management program only; completion of AGE 33100. Pending CODO students are not admitted to this course and may not complete an internship for academic credit until they're officially in the program and registered for CSR 30700.

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

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, mandatory orientation sessions will be held in the Spring months 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. Your position must be primarily in business-to-business sales or commission-based sales and must be approved by the supervising CSR Professor. Inside retail sales **may** be approved only if commission based sales is involved for a large portion of the internship and sales knowledge and sales skills are developed throughout the internship. 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 or close a sale?" If the answer is YES to one or both of those, you're in good shape. **The following will NOT be approved:** running a cash register or door-to-door consumer sales. Examples of door-to-door sales include selling knives, books, lawn service, security systems, or any type product/service along these lines at a person's place of residency. Not-for-profit agencies may not qualify; please check with your CSR supervising Professor.

3. You must be able to complete a minimum of 140 hrs in the time frame of the semester in which you are registered. **IMPORTANT: You must be registered for CSR 30700 in the semester in which you complete the hours.** Hours accrued will not count until the position is formally approved by the supervising professor on the SITE APPROVAL FORM.

4. Per your syllabus, there will be assignments and a final paper due during the semester. Your work supervisor will provide an evaluation of you as well. There is a letter to your supervisor in the syllabus informing your work supervisor of your need to research the company in order to write your final paper.

Examples of Past Experiences: Includes positions in outside sales, inside sales, group sales, advertising sales, account representation, donor relations, and more.

- Abbot Laboratories
- ArcelorMittal
- Arthur J. Gallagher
- AT&T
- Becks Superior Hybrids, Atlanta, GA
- Birck Boilermaker Golf Complex
- CH Robinson
- Coyote Logistics
- DishOne
- Ezra Manufacturing
- Frito Lay
- GE Medical Systems
- Hormel
- Houston Rockets
- Impact Networking
- Insurance agencies
- Interns for Indiana (sales positions in with Indiana start-ups)
- Indianapolis Monthly Magazine
- J & L Marketing, Louisville, KY
- John Purdue Club
- Learfield Communications, West Lafayette
- Louisville RiverBats baseball team
- National Football Foundation
- Northwestern Mutual Finance
- PepsiCo
- Proctor & Gamble
- Purdue Athletics
- Purdue Exponent, W. Lafayette, IN
- Rollpak Corp., Goshen, IN
- School Datebooks Inc. Lafayette, IN
- Shell Oil
- Sherwin Williams
- Stone Bridge Country Club in Aurora, IL
- TEKsystems
- Victaulic
- WASK Radio

- Zimmer, Warsaw, IN

Internship & Job Hunting Tips

- 1. Attend Career Fairs & Professional Development Events.** Find a full list of on and off campus fairs and events at: <https://www.purdue.edu/ccco>
- 2. Use the Center for Career and MyCCO.** Located in Young Hall, Room 132. They will help with all of your job hunting needs including mock interviewing, resume critiquing and company information sessions! www.purdue.edu/ccco Email a question to askcco@purdue.edu
- 3. Register for a MyCCO account** to utilize numerous job search databases for on and off-campus interviewing: <https://www.purdue.edu/ccco>
- 4. Participate in Sales Competitions through the Center for Professional Selling.** <http://www.purdue.edu/proselling/>
- 5. Create a [LinkedIn](#) profile** and commit to connecting with industry professionals, alumni, and other professional contacts.
- 6. Network** with companies by joining a club related to your major.
- 7. Speak with your parents** and family friends about your need to fulfill an internship; they may have contacts. Get your name out there! (friends of friends are good resources!)
- 8. Watch for email job announcements** from Bobbe Molter and other CSR academic advisors or staff. These come *directly* from personal industry contacts and alumni!
- 9. Check the local newspapers** job classified in cities you're interested in working. www.jconline.com
- 10. Google** the company name you're interested in working for and follow the "employment" links.
- 11. Walk in to (cold call) the company** you are interested in begin the networking process - -but be sure to dress the part and have clean, crisp resumes on hand.
- 12. Use the Purdue Career Wiki** at: [http:// career.lib.purdue.edu/](http://career.lib.purdue.edu/)



College of Health & Human Sciences | Department of Consumer Science

www.purdue.edu/hhs/csr