*** Competing Sales Team***

**Application for 2020**

**Please read the agreement on the opposite side of this application before submitting.**

**Deadline: February 22, 2020**

**PLEASE PRINT CLEARLY**

**Personal Information**

**Today’s Date** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Last Name** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **First Name** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**Panther ID** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Street (Mailing) Address** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**City** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **State** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Zip Code** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Cell Phone** ( ) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Other Phone** ( ) \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**FIU Email** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **Personal Email** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Do you have any sales experience or competition experience? Explain** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Are you employed and what are your hours per week?** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Academic Information**

**Major** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ **School/College** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Expected Graduation Date:** *Month* \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ *Year* \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Admitted in  *Sales & CRM Certificate*  *Minor in Professional Sales***

**When did you join the Sales Club/Society?** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**What other student organizations or extra-curricular activities are you involved in? How many hours per week do you spend on these?**

**Statement of Interest**

**Explain why you want to join the FIU Competing Sales Team. Be sure to explain the contributions you believe you can make to the team. You February attach a typewritten paper to the application, if needed.**

|  |
| --- |
|  |

**RETURN TO Prof. Rauseo. You February be contacted for an interview.**

**FIU Competing Sales Team Agreement February 2020**

1. I, \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (PRINT NAME), understand that if I am selected to participate on this exclusive team, I agree to represent the Global Sales Program in the highest professional manner at all times.
2. If I am still a sophomore/junior, I am now or will be enrolled and admitted in the Sales & CRM Certificate Program or Minor in Professional Sales at FIU by February 22, 2020. I will schedule all required courses prior to my graduation.
3. I understand that I must complete the Advanced Professional Selling course, MAR 4415.
4. I am an active member of the Sales Society @FIU and I will attend at least 85% of the meetings.
5. I agree to demonstrate personal integrity and academic honesty at all times.
6. I understand that if a time has been scheduled and I have committed to meet with a corporate representative or faculty member (for any reason, including dinners, interviews, and practices), I must attend that meeting at the agreed upon time and date (tardiness and last minute rescheduling or cancellation are not tolerated).
7. I agree to arrive on time to class, to practice sessions and to all scheduled events related to the program. On-time arrival is defined as at least 10 minutes prior to the scheduled start time of class or the event.
8. I agree that I must act, speak (foul language not tolerated) and dress professionally on all company visits and/or interactions with company professionals (unless otherwise specified by company representative or faculty). Business casual dress is required for all meetings that do not involve a guest speaker/company visit.
9. I agree to contribute equally to the group efforts and at a level that is at or above the program’s expectations. Please report any team member issues to the faculty coach immediately.
10. I agree that all company and/or other confidential information must be protected as directed by the faculty coach/corporate visitors/speakers who share it.
11. I understand that practice sessions are required each week (unless specified otherwise) and based on different products.
12. I will not miss more than two practice sessions for the competitions (per semester). The third occurrence in a semester will result in disciplinary action or dismissal from the Team.
13. Students placed on disciplinary probation will be rendered ineligible for any available Sales scholarships that have been applied for or awarded thereafter.
14. I understand that there is no guarantee that I will compete. If that is the case, I agree to support my team members in every possible way as the win is for FIU and our Sales Program.
15. My behavior in all classes and on campus is a reflection of the Sales Team and Program, and as such, will be considered in determining my standing on this Team.
16. I agree to abide by all Sales Team policies and procedures as stated in this agreement and as outlined by the Faculty Coaches and Advisors for the program. Furthermore, I understand that a violation of any policy February lead to the immediate termination of participation on the Sales Team.

By signing below, I acknowledge that I have read this agreement in its entirety, understand the program’s disciplinary procedures, and agree to abide by them.

**Signature:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Date:** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_