



## Global Sales

It's time to get comfortable with the uncomfortable.

# Ex**selling**

# Spring 2022 Edition

### Page 2

#### Meet the Winners of our Virtual GBSC

A recap of the 2022 tournament.

---

### Page 5

#### GSP News

Check out what we're doing in the community!

---

### Page 6

#### Upcoming Events

Mark your calendars for the Fall 2022 semester.

# GLOBAL BILINGUAL SALES COMPETITION

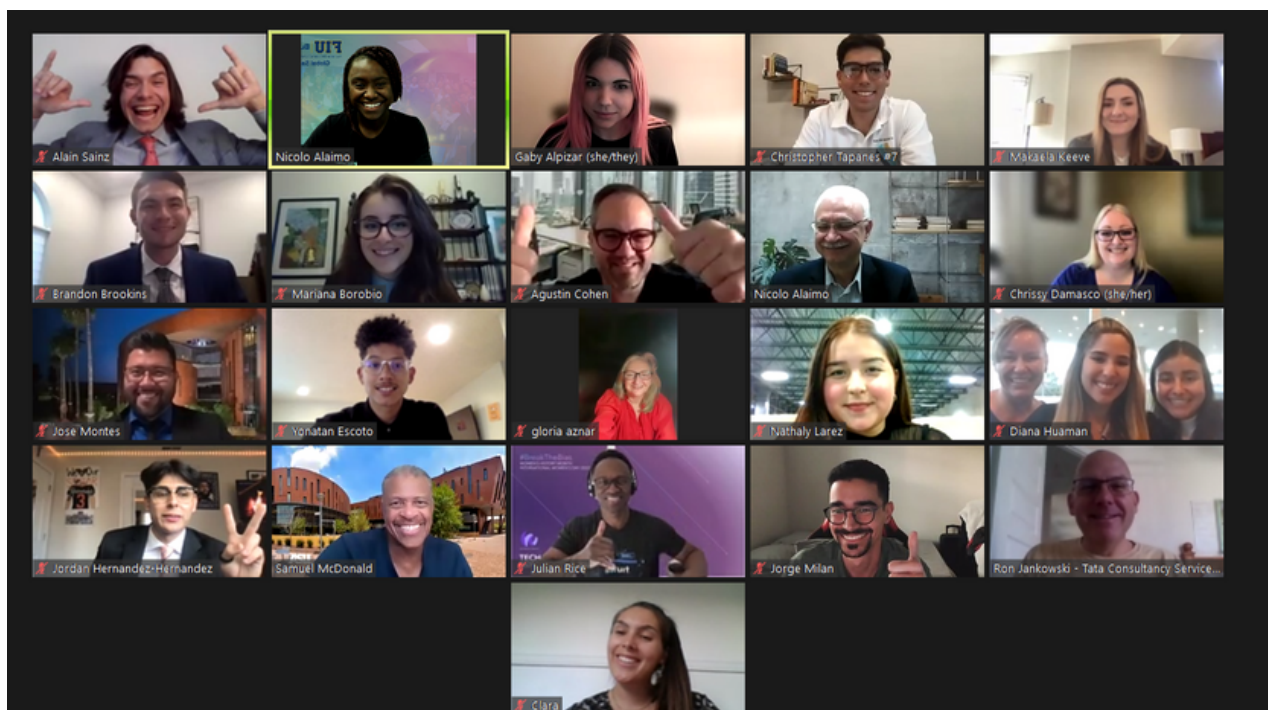
## Meet the Winners of Our Virtual Global Bilingual Sales Competition

The Global Sales Program hosted its annual Global Bilingual Sales Competition from March 16th to the 18th. The competition was fully virtual on zoom with 11 universities, 21 sponsors and 46 competitors participating.

The competitors represented universities based in the U.S. and abroad, with sales roleplays in both English and Spanish. This year, we welcomed participants from ten universities: University of Central

Florida, Florida International University, Arizona State University, CEU San Pablo, California State University Chico, Universidad del CEMA, University of New Mexico, Universitat de Valencia, Samford University and Universidad Peruana de Ciencias Aplicadas.

During GBSC, students showcased their sales skills to corporate recruiters and sales executives through simulated sales role plays in English, Spanish and a Final Bilingual Round. We hosted a Career Fair and Elevator Pitch Competition to encourage networking and connected potential employers to students around the world! (continues on page 3)



# Our FIU Sales Champions

## GBSC 2022



**Mariana Borobio Padilla**

1st Place

*International Spanish Competition*

1st Place

*International Bilingual Final*



**Christopher Tapanes**

1st Place

*International English Competition*

Top 5

*Elevator Pitch Competition*



**Nathaly Larez**

1st Place

*FIU Local Spanish Competition*

3rd Place

*FIU Local English Competition*

Top 5

*Elevator Pitch Competition*



**Julian Millan**

1st Place

*FIU Local English Competition*



**Brandon Brookins**

2nd Place

*FIU Local English Competition*

Top 5

*Elevator Pitch Competition*

# MEET THE WINNERS OF OUR VIRTUAL GLOBAL BILINGUAL SALES COMPETITION

(continued from page 2)

The GSP awarded 20 scholarships to students totaling \$9,150 and three Faculty Coach Honorariums to the top university coaches totaling nearly \$2,000.

We would like to extend a very special Thank You to the sponsors without whom the Global Bilingual Sales Competition would not have been possible. HubSpot's support as our product sponsor was crucial to the success of the competition. Additionally, we would like to thank our platinum sponsors, Miami Heat, Salesforce, Northwestern Mutual, KnowBe4 and Altria; our gold sponsors, Watsco, TK Elevator, Kaseya, Ecolab, Enterprise and Nucleus Research, as well as the various silver-level sponsors that helped make the event possible!

We would also like to congratulate our winners!

Christopher Tapanes and Mariana Borobio Padilla represented the FIU Global Sales Team and scored first place in their respective categories. Congratulations also to Laura Valiente and Diana Huaman from University of Central Florida, Jose Montes from Arizona State University, and Jordan Hernandez-Hernandez from California State University Chico. Full results can be found at [fiu-gbsc.com/results](https://fiu-gbsc.com/results).

The Global Bilingual Sales Competition strives to build the next generation of culturally diverse sales professionals. The need for bilingual sales representatives, key account managers, and sales managers by local, national, and worldwide organizations is rapidly increasing. We at the Global Sales Program pride ourselves in the work that we do to prepare our students for the real world of sales after graduation.

## SPECIAL THANK YOU TO OUR GBSC PRODUCT SPONSOR





# GSP NEWS

*let's catch up*



GSP's ad in the SEF 2022 Annual (page 21)

Professor Soltero was joined by student leaders Brandon Brookins, Brandon Dennis, Brison Moorhead, and Chris Tapanes as well as Global Sales Program founder Nancy Rauseo to judge Somerset Academy's 2022 Entrepreneur Fair this past February.

## CONTRIBUTING TO SALES EDUCATION KNOWLEDGE

The 2022 Sales Education Foundation (SEF) Annual features an article by GSP Program Manager Gaby Alpizar and shares insights from professors Nicolo Alaimo and Rafael Soltero. The magazine's theme this year is *Professional Sales Around the Globe*.

[Read the article here \(page 46\)!](#)



GSP members visiting Somerset Academy

## FIU GLOBAL SALES IN THE COMMUNITY



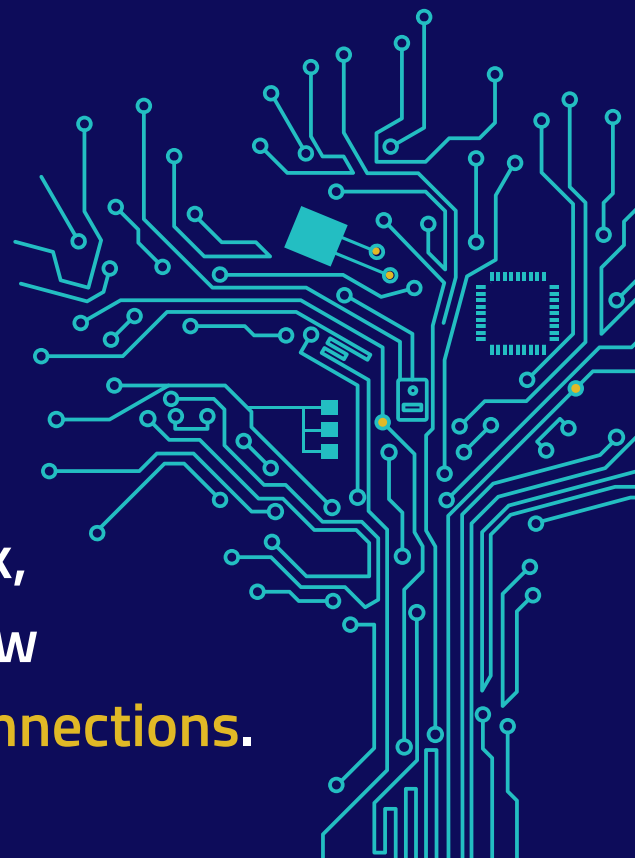
# UPCOMING

## Fall 2022

- **In-Person Industry Fair**
  - September 15th at 6 PM
  - CBC 232 (Main Campus)
- **Virtual Industry Fair - Zoom**
  - September 20th at 6 PM
  - Zoom (register for link)
- **Panther Sales Tournament**
  - October 12-14
  - MMC Campus (in-person)
- **Final Role Plays and Social**
  - November 21
  - CBC 232 (MMC Campus)



Join our  
events  
this  
fall to  
learn,  
network,  
and grow  
your **connections.**



# GET INVOLVED

Not part of GSP yet?

Get started on our certificate program or join our student org!

## Global Sales

LEARNING. NETWORKING. CONNECTING.

### **Minor in Professional Sales**

For all undergraduate majors.  
Four courses required (12 credit hours).

#### **Required Courses:**

MAR 3023 Intro to Marketing  
MAR 4400 Personal Selling  
MAR 4415 Advanced Professional Selling

#### **Choose one (1) of the following:**

MAR 4403 Sales Management  
MAR 4404 Business-to-Business

### **Certificate in Sales and Customer Relationship Management**

For all undergraduate majors. Six courses required (18 credit hours).

#### **Required Courses:**

MAR 3023 Intro to Marketing  
MAR 4400 Personal Selling  
MAR 4415 Advanced Professional Selling  
MAR 4860 Customer Relationship Management

#### **Choose two (2) of the following:**

MAR 4403 Sales Management  
MAR 4404 Business-to-Business  
MAR 4643 Decision Making & Negotiations

**[sales.fiu.edu](http://sales.fiu.edu) - Fill out this form to apply!**

Get access to our exclusive workshops, panel discussions, networking events, and more!



**SALES SOCIETY**

Email us if you're a freshmen looking to join as a Junior Member!  
[president.salessociety@gmail.com](mailto:president.salessociety@gmail.com)

**[salessocietyfiu.com/membership](http://salessocietyfiu.com/membership)**

# Thank You

FOR YOUR SUPPORT

From class visits to competitions, we couldn't do what we do without our sponsors. From all of us at the Global Sales Program, thank you!

Have a fantastic summer!



Keep  
up  
with  
us  
here

## Global Sales

LEARNING. NETWORKING. CONNECTING.



SALES SOCIETY



/company/fiusales

[sales.fiu.edu](http://sales.fiu.edu)

305.348.0694

[sales@fiu.edu](mailto:sales@fiu.edu)



@salessocietyfiu

[salessocietyfiu.com](http://salessocietyfiu.com)

305.342.2388

[president.salessociety@gmail.com](mailto:president.salessociety@gmail.com)