

# FIU

## Business

# exSELLing!

Your Source to FIU  
Global Sales News

Spring 2021

## COVID-19 Update

Out of an abundance of caution for the health and safety of our community during the current Covid-19 outbreak, FIU Global Sales has decided to shift meetings and events to virtual webinars through at least the end of the Summer 2021 semester.

**Industry Fair**

August 2021

**Panel Discussion**

September 2021

**Panther Sales**

**Tournament**

October 13-15, 2021

More details coming soon!

## Sales Program hosted first virtual Global Bilingual Sales Competition

This spring semester, the Global Sales Program hosted its annual Global Bilingual Sales Competition via Zoom for the first time from March 17th to the 19th.

Competitors for GBSC 2021 represented universities based in the U.S. and abroad, with activities in both English and Spanish. This year, we welcomed participants from 20 Universities across seven countries. (Shown below)

During GBSC, students showcased their sales skills to corporate recruiters and sales executives through simulated sales call role plays in English, Spanish and a Bilingual Round.



(continued on page 4)

## Sales Society Corner

Established in 2012, the Sales Society is one of the most recognized and premier organizations for shaping people, sales and business at Florida International University. [Learn More](#)

This semester, due to the coronavirus pandemic, all Sales Society events for Spring Semester was hosted online via Zoom. Membership packages are available now for 50% off.

For more information, please contact them at [President.SalesSociety@gmail.com](mailto:President.SalesSociety@gmail.com)

**GBSC PRODUCT SPONSOR**

**HubSpot**

**MEET OUR GBSC WINNERS**

**English  
Competition**

**1st Place - \$1000 Scholarship**

**Claudia Guaremas  
Florida International University**



**English  
Competition**

**3rd Place - \$250 Scholarship**

**Aleyssa De Jesus  
Universidad de Puerto Rico**



**English  
Competition**

**2nd Place - \$500 Scholarship**

**Santiago Nunez  
Florida State University**



**Spanish  
Competition**

**1st Place - \$1000 Scholarship**

**Claudia Guaremas  
Florida International University**



See the 2021 Global Bilingual Sales Competition [University Rankings](#) on our website!

# Spanish Competition

2nd Place - \$500 Scholarship

**Maria Andrea Falquez Mocha**  
University of Central Florida



# Spanish Competition

3rd Place - \$250 Scholarship

**Marianna Araujo**  
Florida International University



# Bilingual Competition

1st Place - \$1500 Scholarship

**Marianna Araujo**  
Florida International University



# Bilingual Competition

2nd Place - \$750 Scholarship

**Claudia Guaremas**  
Florida International University



# Bilingual Competition

3rd Place - \$500 Scholarship

**Santiago Nunez**  
Florida State University



# Elevator Pitch Competition

Top 3 students - \$200 Scholarship

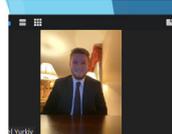
**Marianna Araujo**  
Florida International University



# Elevator Pitch Competition

Top 3 students - \$200 Scholarship

**Michael Yurkiv**  
Northern Illinois University



# Elevator Pitch Competition

Top 3 students - \$200 Scholarship

**Wilson Ramirez**  
Northern Illinois University



# Sales Program hosted first virtual Global Bilingual Sales Competition

(continued from page 1)

Two Career Fairs and an Elevator Pitch Competition rounded out the networking activities and connected potential employers to students around the world!

With the help from our sponsors, we were able to award 15 scholarship totaling \$7,150 and will award Faculty Coach Honorariums to the top 3 Universities 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, Aerotek, Northwestern Mutual and Altria, our gold sponsors, Stanley Black & Decker, Tom James, thyssenkrupp, Watsco, Ecolab and Diligent Services, and the various silver-level sponsors that helped make the event possible!

We would also like to congratulate our winners! Marianna Araujo and Claudia Guaremas represented the FIU Global Sales Team and scored first place in their respective categories. Congratulations also to Santiago Nunez from Florida State University, Maria Andrea Falquez Mocha from University of Central Florida, and Aleyssa De Jesus from Universidad de Puerto Rico for placing as well!

For more information about the competition, please visit the website: [fiu-gbsc.com](http://fiu-gbsc.com)

The Global Bilingual Sales Competition strives to build the next generation of culturally diverse sales professionals.

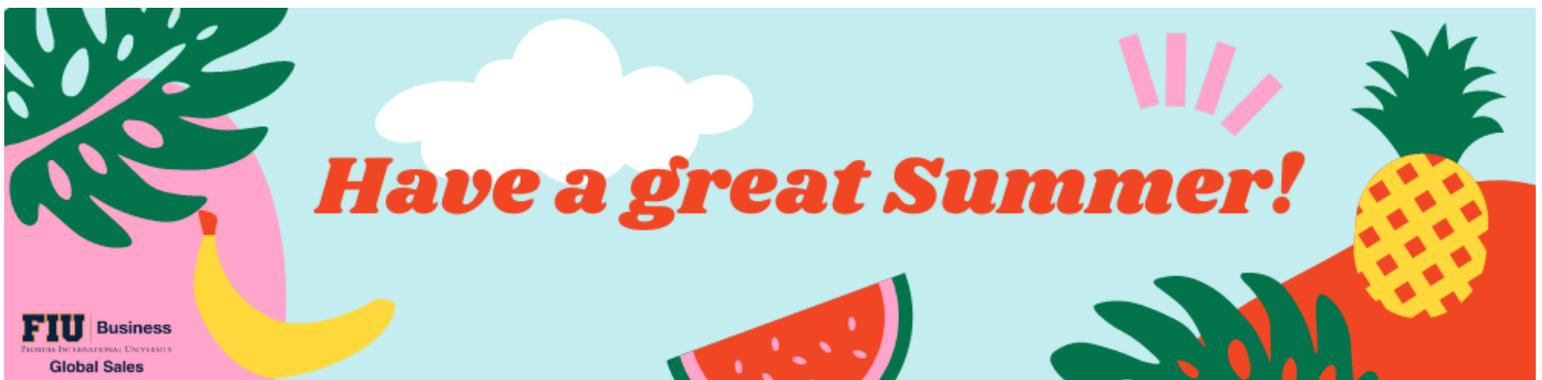


Attendees at the annual Global Bilingual Sales Competition Award Ceremony on March 19, 2021.

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.

GSP's next competition, the Panther Sales Tournament, will be hosted in the Fall exclusively for FIU students. To stay up to date with PST, please visit [fiu-pst.com](http://fiu-pst.com).

The Global Sales Program staff wishes our students and partners health and safety this summer and we hope to see some of you in-person soon! For any questions regarding the Global Sales Program and its events, please visit our website [sales.fiu.edu](http://sales.fiu.edu) or email us at [sales@fiu.edu](mailto:sales@fiu.edu). Find us on LinkedIn as FIU Global Sales Program. Stay safe!



# GBSC TOP 3 UNIVERSITIES



## Sales Team 2021 Accomplishments

The Sales Team members for the ICSC Sales Management Simulation (SMS) competition were:

1. Valerie Lavigne
2. Lucas Bernardini
3. Christopher Tapanes

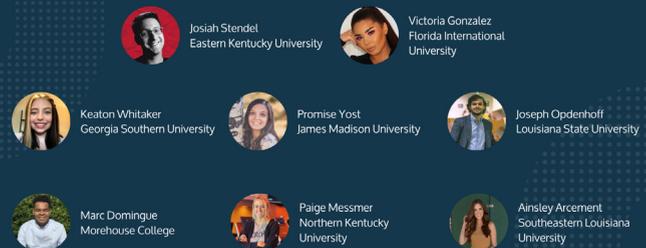
The Sales Team had the second largest profit amongst all 51 competitors and was invited to the next stage.

The Sales Team members for the RNMKRS competition were:

1. Victoria Gonzalez
2. Christopher Tapanes

Both students placed in the top 5% of competitors as RNMKRS Spring 2021 Rising Stars.

### TOP COMPETITORS BY SCHOOL: THE SOUTHEAST



FIU Sales Team Members: (Left to right) Christopher Tapanes, Lucas Bernardini and Valerie Lavigne.

# Follow us on Social Media

Global Sales Program



FIU Sales Society



## Contact us



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



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

The Global Sales Program staff wishes you health and safety during these challenging times. As we arrive at the end of our semester, we hope you have a safe and happy summer!

## Thank you to our Sponsors!

