

# FIU

## Business

# exSELLing!

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Global Sales News

March - April 2020

## 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 Spring 2020 semester.

*Panther Sales Tournament*

Scheduled for October 1-3, 2020

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*Global Bilingual Sales Competition*

Moved to Spring 2021

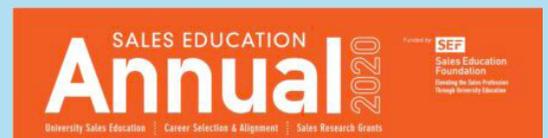
## FIU Global Sales Program recognized as a ‘Top University for Professional Sales Education’

In its 14th edition of the SEF Annual magazine, the Sales Education Foundation (SEF) recognized the Global Sales Program at Florida International University as a part of the “Top Universities for Professional Sales Education”

The magazine provides data collected from university sales education programs in the US and worldwide.

The FIU Sales Program prides itself in this accomplishment and want to thank the corporate sponsors and the students who contributed to making this program the success that it is today.

For more information regarding the Global Sales Program at FIU, please email [sales@fiu.edu](mailto:sales@fiu.edu)



ONLINE COURSE	SPECIALTY AREA	CRM	SALES INTERNSHIP REQUIRED	TOTAL FACULTY	% OF JOB PLACEMENT	HAS A SALES LAB
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Florida International University

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## Sales Society Corner

The Sales Society adapted to the current situation immediately when the announcement was given for FIU students to work remotely. Therefore, the Sales Society hosted all weekly meetings for the remainder of the semester with our members and corporate sponsors via Zoom which started on March 19th and ended on April 16th. A total of 7 Zoom meetings were conducted from corporate sponsors such as Altria, Aerotek, Sprint, Eli Lilly, DHL, SunBelt Rentals, Bank of America Merchant Services, and Thyseenkrupp, in which we saw great success in sponsor engagement and attendee turnout. We are very thankful for the continued support from our members and corporate sponsors during this uncertain time!

At the Sales Society we are all about continued development, learning and engagement, thus we are proud to say that we did indeed continue that effort remotely for the growth and benefit of our organization.



# Our Featured Sponsors

This month, we're featuring five sponsors: Effectv, Thyssenkrupp, Dell EMC, Watsco, and City Furniture. For internship and job opportunities with these sponsors and others, stay tuned for our networking events in the upcoming semester.



Effectv is an advertising company whose mission is to find highly engaged audience for their customers and provide them with an effective media plan. Their approach is designed to maximize campaign effectiveness by delivering messages across every screen.



Founded 40 years ago, Thyssenkrupp is one of the world's leading elevator companies.

Thyssenkrupp develop, manufacture, install, service and modernize: passenger and freight elevators, escalators and moving walks, airport solutions, home solutions for customers in 150 countries, with a workforce of 50,000+ employees across 1,000 locations.



Dell EMC is an American technology company that offers products and services across all areas of computing, networking and storage.

Dell services customers across 180 countries - ranging from 98 percent of the Fortune 500 to individual consumers.



Watsco is one of the largest distributors of air conditioning, heating and refrigeration equipment and related parts and supplies in the industry. Watsco was founded more than 60 years ago as a manufacturer of parts, components and tools used in the heating, ventilation, air conditioning and refrigeration (HVAC/R) industry.



City Furniture is one of the largest home furnishing and accent retailers in Florida. Their roots date back to the 1970s when their founder, Kevin Koenig, opened his first waterbed store: Waterbed City with just \$1,500. Over the years City Furniture evolved into a leading furniture and home accents shopping destination.

# Follow us on Social Media

Global Sales Program



FIU Sales Society



## Have a great summer 2020!

### We will see you in Fall!

A huge Thank you to our Sponsors for their continued support. Thank you to our sales students, without them this program would not be possible. We are utterly grateful to you all!

## Contact us



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Altria



AT&T



ENTERPRISE HOLDINGS



watsco

