



GLOBAL SALES CENTER

It's time to get
comfortable with the
uncomfortable.

Ex**selling**

Fall 2025 Edition

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Now Trilingual!

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Mark your calendars for Spring 2026 events



sales.fiu.edu



PANTHER

SALES TOURNAMENT

Now Trilingual!

A Recap of the 2025 Panther Sales Tournament

This year, a record **78 competitors** signed up to show off their sales skills during the **Panther Sales Tournament (PST)**. Thanks to support from our sponsors, **30 prizes** were awarded totaling over **\$5700!**

The focus of **PST** is its simulated sales role-plays in **English, Spanish, and, for the first time this year, Portuguese**. In addition to that, students had the opportunity to compete in the 60-second **Panther Pitch** competition and participate in the sales-focused **industry fair** with our hiring partners. Students had 3 days to compete and practice their networking skills throughout the competition on **October 8-10**.

The third language track in Portuguese was added thanks to the efforts of Sales Society e-board members **Julia Santos Nunes** and **Tomas Bosch**, alongside the **Brazilian Student Association (BRASA FIU)**. The track was then judged by Portuguese-speaking members of the FIU and Miami community, including the support from our very own language instructors, **Eugenia Fernandes** and **Beatriz Cariello**.

The competition was further supported by our product sponsor, **Xerox**, our scholarship partner, the **Hispanic Association for Professional Advancement (HAPA)**, and all our **corporate partners** who donated their time and resources to make **PST** possible.

GBSC will be returning in Spring 2026!

[More info coming soon to fiu-gbsc.com](http://fiu-gbsc.com)



GBSC International winners with their teams during the award ceremony on March 21, 2024.

2025 PST SALES CHAMPIONS

ENGLISH LANGUAGE COMPETITION

COMPETITOR	RANKING
ANA SELLMER	ENGLISH CHAMPION
JOANA MARTINEZ	SECOND PLACE
JULIA SANTOZ NUNES	THIRD PLACE
KRYSTEN SANDERS	HONORABLE MENTION



SPANISH LANGUAGE COMPETITION



COMPETITOR	RANKING
MARIA CAPOTE	SPANISH CHAMPION
ALEJANDRA MAVAREZ	SECOND PLACE
FREDDY MARCELO TORRES CORNEJO	THIRD PLACE
ENRIQUE CHOVI LLORET	HONORABLE MENTION

PORTUGUESE LANGUAGE COMPETITION

COMPETITOR	RANKING
JULIA SANTOZ NUNES	PORTUGUESE CHAMPION
ANA SELLMER	SECOND PLACE
TOMAS BOSCH	THIRD PLACE
LUCA ANDRADE	HONORABLE MENTION



SPEED SELLING PANTHER PITCH AWARDS

CHAMPIONS	ROOM	RUNNERS-UP
Mshawi Ikner	2	Matthew Michael Jimenez
Angelina Perez Cedeno	3	Yusuf Adnan Bashir
Christian Todd Hopes	4	Christopher Hogan
Maria Meza	5	Joel Moure-Chaveco
Chelsea Jordan Berry	6	Pablo Rengifo
Ana Sellmer	7	Camila Garcia
Julia Santos Nunes	8	Maria Capote
Alejandra Mavarez	9	Sabrina Isabel Sanchez Carruyo
Daniela Navarro	10	Joana Martinez



PST 2025 SUPPORTERS

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WITH SPECIAL THANKS TO OUR SCHOLARSHIP PARTNER



THANK YOU

FOR YOUR SUPPORT OF THE FIU GLOBAL SALES CENTER!

Fall '25 Wrap-Up



Sales Society E-Board members came together once again to welcome new & returning students during FIU's annual kickoff, F1RST NIGHT, at Pitbull Stadium.

The rest of the semester saw many exciting Sales Society workshops, including our first ever Alumni Panel! Global Sales Center alumni were welcomed back during this Shark Tank-style activity where five student teams were tasked with creating and presenting products meant to solve unique industry problems. Alumni split into groups of mentors and "sharks," guiding and assessing the product pitches and giving students and graduates alike a creative opportunity to connect, network, and learn!



Sales Society tabling at Pitbull Stadium during F1RST NIGHT - Aug. 25, 2025



Alumni "Shark Tank" judging a student product presentation - Nov. 6, 2025



UPCOMING

SPRING 2026

Industry Kickoff

- January 22; CBC 232

Global Bilingual Sales Competition

- Virtual: February 13
- In-Person: March 26-27

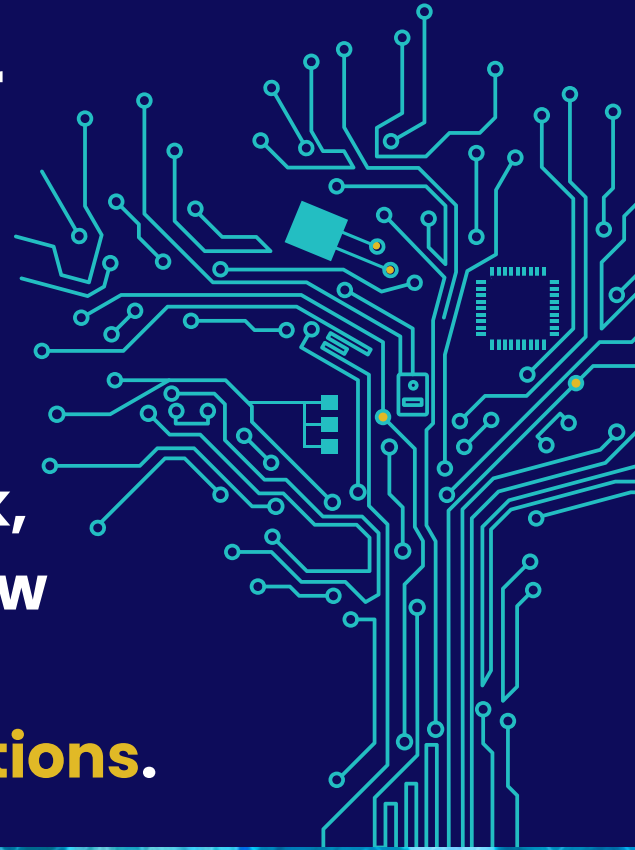
Panel Discussions

- In-Person: March 5
- Online: March 19

Final Role-Plays & Luncheon

- April 7; Global Sales Lab
- Role-plays: Hybrid
- Luncheon: In-person

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



salessocietyfiu.com/semester-calendar

GET INVOLVED

Not part of GSC yet?

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



GLOBAL
SALES CENTER

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

bit.ly/fiusalesnow - 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 freshman looking to join as a Junior Member!
president.salessociety@gmail.com

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 Center: thank you!

Happy holidays!



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up
with
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