



GLOBAL
SALES CENTER

**It's time to get
comfortable with the
uncomfortable.**

Exselling

**Spring
2026
Edition**

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GLOBAL BILINGUAL SALES COMPETITION

Selling Worldwide: A Recap of the 2026 Global Bilingual Sales Competition

The **Global Bilingual Sales Competition (GBSC)** was as lively as ever this year, with 14 university sales teams competing from the Dominican Republic, Peru, and all across the United States. Of those, 9 teams joined us in Miami for finals on March 26-27. In total, **32 international competitors** and another **32 FIU competitors** competed for over **\$10,500 in awards**.

The focus of GBSC is its simulated sales role-plays in **English and Spanish**. 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.

The **Global Sales Center** welcomed **Sherwin-Williams** as our competition product sponsor for the first time. Case for the competition included potential clients in higher education and contracting, based on real Sherwin-Williams customers.

In addition to Sherwin-Williams, we would like to thank **all of our partners** who helped make the competition a success. Not only do their gifts allow us to offer scholarships and professional development to our students, but their time commitment as judges and buyers during **GBSC** makes the competition a reality!

The Global Sales Center is already in the process of planning for the **Spring 2027** competition.

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



The 2026 GBSC Elevator Pitch champions.

GBSC 2026

PARTICIPATING UNIVERSITIES



INTERNATIONAL SALES CHAMPIONS

BILINGUAL INTERNATIONAL CHAMPIONS



COMPETITOR	SCHOOL	RANKING
ALEJANDRA MAVAREZ	FIU	BILINGUAL CHAMPION
THOMAS BRETON	FSU	SECOND PLACE
ERNILIN NAZARIO OLIVERAS	UCF	THIRD PLACE

ENGLISH INTERNATIONAL CHAMPIONS

COMPETITOR	SCHOOL	RANKING
THOMAS BRETON	FSU	ENGLISH CHAMPION
YSABELA RODRIGUEZ	UCF	SECOND PLACE
ERNILIN NAZARIO OLIVERAS	UCF	THIRD PLACE



SPANISH INTERNATIONAL CHAMPIONS



COMPETITOR	SCHOOL	RANKING
ALEJANDRA MAVAREZ	FIU	SPANISH CHAMPION
ERNILIN NAZARIO OLIVERAS	UCF	SECOND PLACE
THOMAS BRETON	FSU	THIRD PLACE

FIU LOCAL SALES CHAMPIONS

ENGLISH FIU CHAMPIONS

COMPETITOR	SCHOOL	RANKING
JACOB GOMEZ	FIU	ENGLISH CHAMPION
SANTIAGO CARIDE	FIU	SECOND PLACE
ROGER MURILLO	FIU	THIRD PLACE



SPANISH FIU CHAMPIONS



COMPETITOR	SCHOOL	RANKING
SANTIAGO CARIDE	FIU	SPANISH CHAMPION
CAMILA GARCIA	FIU	SECOND PLACE
HILLARY ROBLETO	FIU	THIRD PLACE

Read the full ExSELLing Spring 2026 newsletter at salessocietyfiu.com/salesnewsletter

SPEED SELLING ELEVATOR PITCH AWARDS



CHAMPIONS	SCHOOL	RM	SCHOOL	RUNNERS-UP
Genesis Ordonez Ramirez	ASU	3	UCF	Ernilin Nazario Oliveras
Ximena Cruz	FSU	4	SU	Antonella Guerra
Alejandra Mavarez	FIU	5 -TIE-	UNIBE & UCF	Mariá Jose Reyes & Ysabela Rodriguez
Christian Hopes	FIU LOCAL	6	FIU LOCAL	Krysten Sanders
Julia Santos Nunes		7		Chris Moreno
Ana Sellmer		8		Joel Moure-Chaveco
Camila Garcia		9		Santiago Caride



GBSC 2026 SUPPORTERS

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GOLD SPONSORS



UKG™

FASTENAL®



SILVER SPONSORS

Lilly

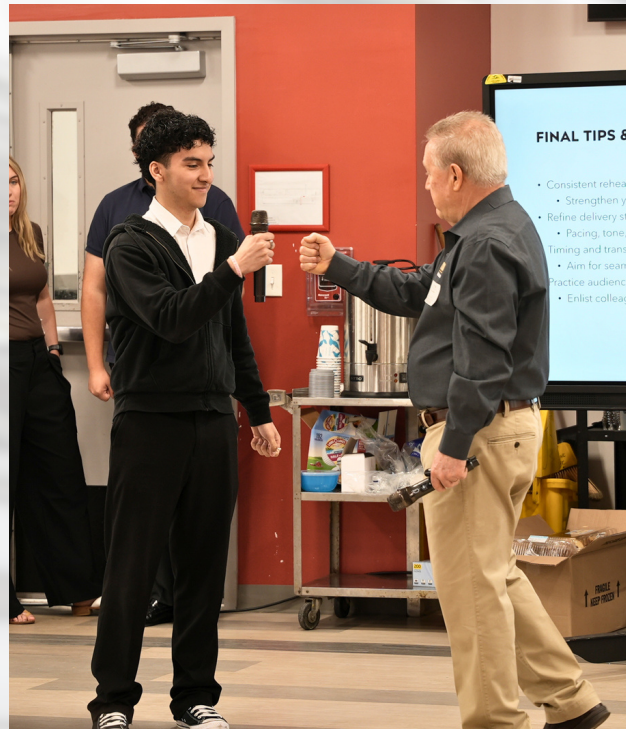


THANK YOU!

The Art of Connecting With People

This semester, the Sales Society visited Coral Gables Senior High School for *The Art of Connecting With People*, a workshop targeted at strengthening communication skills and building confidence. Joining Professor Soltero were members Chelsea Berry, Christian Hopes, Rodrigo Franco Bello, and Thao Nguyen Mai.

The team partnered with the high school's Academy of Finance to help students improve their communication skills and practice going outside of their comfort zone through networking and pitch development exercises. The FIU Sales team guided highschoolers in the art of active communication, having students pair up with someone new and summarizing what they learned



Professor Soltero providing feedback to a workshop participant.



Rodrigo, Chelsea, Professor Soltero, Thao, and Christian at Coral Gables Senior High.

from the conversation. The students later created and refined personal elevator pitches with feedback and guidance from the FIU team.

The experience provided Academy of Finance students with the opportunity to apply their creativity and communication skills while gaining valuable insight into professional networking and relationship-building. The students shared their appreciation for the professional feedback provided the team, which helped them build confidence in their communication skills.

We at the FIU Global Sales Center hope the workshop inspired participants to pursue future opportunities in business and seek making future connections to help take the next step in their careers!



Coral Gable Senior High's Academy of Finance students pairing up for a networking exercise.



UPCOMING

FALL 2026

Industry Kickoff

- Tuesday September 15
- 6:00 PM - 7:30 PM
- CBC 232

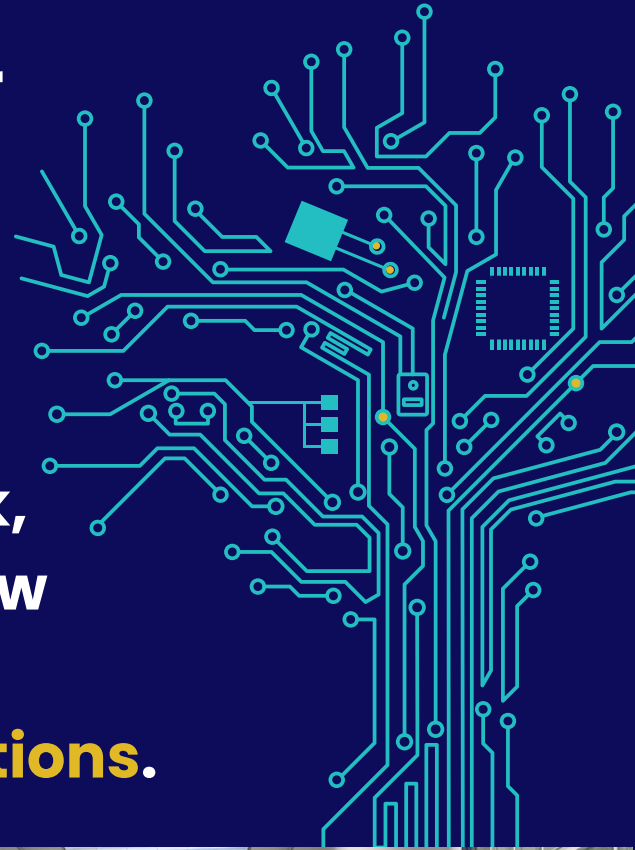
Panther Sales Tournament

- Wednesday to Friday, October 21-23
- PST Industry Fair: Thursday October 22

Final Role-Plays & Luncheon

- Tuesday November 17
- 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

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 freshman looking to join as a Junior Member!
president.salessociety@gmail.com

salessocietyfiu.com/membership

IN LOVING MEMORY



Sep 11, 1957 - Mar 16, 2026

PROFESSOR
NICOLÒ ALAIMO

*A beloved educator and colleague who brought
warmth to all who knew him, we thank
Professor Alaimo for sharing his wisdom and
kindness during his time with us.*

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!

Have a happy & safe summer!



SHERWIN-WILLIAMS.



xerox



Lilly



UKG



FASTENAL



Keep
up
with
us
here



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