

CAREER ROADMAP:

Sales

Description of Field:

Sales is an essential function of any business, large or small, public or private. Sales specialists are employed by companies in every industry. Some, like technical salespeople for high-tech or medical equipment companies, need to have a thorough knowledge of the complex products they sell, which can require graduate school in a related technical field or extensive job training.

General Skills:

Communication, listening, customer service, ability to connect well with others, organization, flexibility

Insider Advice:

Get to know employers and the products they sell, and show this knowledge in employer interactions. Seek out jobs and training opportunities with employers to enhance your skills, competency, and professionalism. Have your own development plan (include books, blogs, podcasts); make some assessments about where you need to improve and how you will do so.

Learn about Yourself & Career Options

What Can I Do With This Major: : [Business Studies](#), [Food & Agricultural Business](#), [Hotel Restaurant & Tourism](#), [Management](#), [Psychology](#)

Sample UF Majors: [Advertising](#), [Marketing](#), [Sociology](#), [Public Relations](#), [English](#), [Psychology](#),

Career Planning:

Our [Career Planning](#) staff can help you explore interesting major/career options, prepare for and start an internship/job search. Log in to view the ways we can help!

Build Experience

UF Organizations:

[American Marketing Association](#), [UF AD Society](#), [Public Relations Student Society of America](#)

Visit [Student Activities & Involvement](#) for Additional Opportunities

Professional Organizations

[National Association of Sales Professionals](#)
[American Marketing Association](#)

Sample Local Opportunities:

[160 over 90](#), [MyTime Apps](#)

Prepare For Your Next Step

Sample Job Titles: Advertising Sales Representatives, Sales Operation Coordinator, Territory Manager

Search for Internships & Jobs:

[Gator CareerLink Jobs](#)
[Ad Age](#)
[AD Week](#)
[Media Bistro](#)
[Talent Zoo](#)

Sample Employers Recruiting at UF:

[Brooksource](#)
[MetLife](#)
[J.C. Penney](#)
[Pfizer](#)