Sales

Explore Majors and Careers

What Can I Do With This Major:
Advertising, Business, Communication, Retail/Merchandising,

Industry Overview:
Sales Manager, Sales Overview, Sales Representative

Sample CU Majors:
Explore Business, Finance, & Economics, Communication, International Affairs, Psychology, Sociology

Prepare for an Internship/Job Search

CU Clubs/Organizations:
Alpha Kappa Psi, Athletic Business Club, CU Finance Club, Economics and Finance Club, Multicultural Business Student Association, StartUpCU

Sample Local Opportunities:
Boulder Brew Tours, Boulder Convention and Visitors Bureau, Boulder Startups, Covidien, Intern Match, Kid Robot, Leeds Career Connections, Rally Software Development

Description of the Field:
Every organization needs a sales team to sell products or services profitably. Sales representatives contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services. This field has opportunities in a variety of environments including small and large businesses, inside and outside sales. This is a competitive field with lots of room for advancement into management positions and potential for financial reward.

Start an Internship/Job Search

Search for Internships & Jobs:

Career Buffs, Indeed, Job Flag, Sales Job Board, Sales Jobs, Sales Trax, USA Jobs

Visit Go Global for additional resources.
Login to Careers Buffs to find internship and job postings from employers specifically seeking CU-Boulder students.

Adapt for a Changing World

Insider Advice & Trends:
Careers in sales can be fast-paced, exciting and lucrative. Employers are often more interested in those intangible qualities that make people successful in sales than your major in college. Those that are successful in sales tend to be highly motivated, competitive, creative, resistant to stress, flexibly and decisive. They know instinctively how to build trusting relationships, and communicate persuasively, both orally and in writing. After gaining experience, sales representatives often move into the role of sales manager where they help sales representatives grow, develop, and succeed. Many students begin to explore sales opportunities by researching companies or industries that interest them.

Sample Employers Recruiting at CU:

ADP  
Brocade Communication Systems  
Dish Network  
EF Educational Tours  
Farmers Insurance  
Frito Lay  
Keller Williams Avenues  
Rocky Mountain Vacation Rentals  
Stryker Medical  
Total Quality Logistics