



Degrees offered

- B.S.B.A. in Sales
- Minor in Sales

Professional Selling Program

The mission of the Professional Selling Program is to provide students with the tools and experience to significantly improve their value to the selling profession, to showcase the excellent talent of our students, and to give employers a prime source for recruiting motivated and qualified new sales talent. Students from any school within the university may declare a minor in professional sales.

The Harris Sales Education Center is the hub of the sales program's development, direction and activities. It offers:

- Role-play labs – uniquely furnished individual facilities for sales call role-plays to create a realistic corporate buying environment using digital recording with live streaming to judges' viewing rooms
- Meet-and-greet facilities
- Meeting rooms
- Judges' viewing rooms
- Interview spaces
- Sales classrooms

Selling Club Goals

We believe that every student should learn how to sell as a basic life skill. Accordingly, Selling Club membership is open to all students in every discipline. The goals of the Selling Club are to prepare students to:

- Learn and perfect the skills that differentiate top professional sales executives
- Showcase their talents on the national stage
- Network with company recruiters and executives in meet-and-greet events
- Interview to receive job and internship offers
- Compete annually in three major intercollegiate sales tournaments
- Represent High Point University with pride and dignity and be recognized as extraordinary



100% of **Selling Club** competition participants received **job or internship offers** from the competitions

Selling competitions

HPU's Selling Club attends multiple-day selling competitions, featuring live tournament-style student sales role-play competitions, networking opportunities and a sales-exclusive career fair. Various global companies invest large sums of money to be one of the many sponsors of these events, allowing them to receive contestants' resumes in advance. They come prepared to recruit candidates for job and internship opportunities. The record of success of the HPU Selling Club members is impressive.



Extraordinary outcomes

In recent years, HPU alumni have received positions with:

- ADP
- Ashley Furniture
- Brenntag
- Bunzi
- Gartner
- GE Healthcare
- Lennox
- Lenovo
- Mutual of Omaha
- Polymershapes
- UPS
- Xerox

Why study sales at HPU?

The Professional Selling Program will teach you the techniques and equip you with the tools utilized by major corporations to instill self-confidence, pride and the ability to build rapport with audiences of all types. The individual may be the interviewer for your first job, a new client you have been asked to bring aboard or a powerful businessperson you encounter in an elevator. The Professional Selling Program is led by a faculty of top sales professionals with proven sales excellence records from companies such as Syngenta, Motorola, Xerox and Thomson. Their award-winning talents coupled with our one-of-a-kind facilities, including roleplay labs, will teach you one of life's most important skills. Don't just become a master of your product—know how to sell it well.

Meet Grace

Hometown: Pawcatuck, Connecticut

Major: Marketing with minors in Sales and Spanish

Career: Grace joins NAVEX Global as a territory development representative. She will generate qualified sales opportunities for the account executive team and develop deep knowledge of the risk and compliance industry as well as build skills for further career growth.

How HPU Helped Me: "Find a professor who will support you and guide you. The more relationships and connections you make with your mentors (ensures that) you are sure to do amazing things post-grad."



For more information about HPU's Sales Program, contact: