

**EXPERIENTIAL
LEARNING**

**GUARANTEED
PLACEMENT**

BAYLOR PROSALES

2024-2025 PROGRAM BROCHURE

Leading the Pack

YOUR COLLEGE-TO-CAREER JOURNEY

See what you can experience as early as your freshman year!



Mentoring

Connect with a Board member and a ProSales BIG as your college and career guides

Champions Dinner

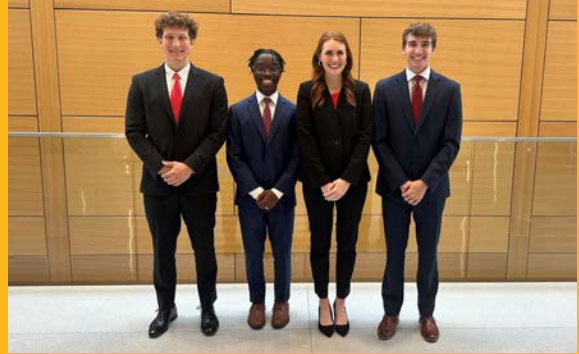
Experience private dinner with top Corporate Partners

Professional Development Program

Hear real-world experience from 12+ executives each year

Sales Competitions

Compete in 5 internal sales competitions annually. Top performers qualify to represent Baylor nationally!



Top Gun Training Programs



Student Showcase - reverse career fair

Network at Main Event

1-on-1 exec mentor

Baylor Business Capability Competition

A Culture Above

“What I most admire about the ProSales program is what I have learned to be the three C's: competition, collaboration, and community. Competition drives growth and encourages success, collaboration inspires creativity and problem solving, and through community, hardships are overcome and successes are celebrated together.”

- Gabby Hendricks



Sales Management

Fall MKT 4328

Focuses on the responsibilities of sales executives and field sales managers

Key/ Global Account Management

Fall MKT 4331

Emphasizes customer-centric sales strategies to foster deeper customer and account relationships

Marketing Channels

Spring MKT 4320

Emphasize the value-creation aspects of multi-player sales and marketing channels

Internship Class

Fall MKT 4399

Integrates and documents learning experiences from the sales internship

ProSales 2

Spring MKT 4311

Focuses on the in-depth study of complex multi-person B2B sales exchanges

The Facts

- Junior-level intern hourly average: **\$27**
- Guaranteed Placement for Juniors
- 20+ Corporate Partners hire directly from the program!

ProSales 1

Fall MKT 3310

Focuses on building value-adding B2B relationships through a buyer-focused sales process



“The professional development found within the ProSales program is unmatched. Through rigorous training and plenty of practice, I was transformed from an unprofessional, young college student to a confident businessperson. It is difficult work, but the results are outstanding!”

- Preston Jones



Before Graduation

 Guaranteed placement

\$ Average: \$102,000

*Highest undergrad full-time compensation in Business School

How to Apply

Research ProSales Program

<https://sites.baylor.edu/prosales/prospective-student>

Watch PBS *Science of Selling* Video

<https://www.youtube.com/watch?v=JCYSQL7bgZk>

Interview 3 ProSales Students

face-to-face

Solicit 3 References

Attend ProSales Info Session

1st Wed. of each month
4pm FOS 218

Submit ProSales Application

Once application review is complete, Program Director interviews each applicant. ProSales application process models the selection process among high-performance sales organizations.



@baylor_prosales

sites.baylor.edu/prosales



Baylor University

HANKAMER SCHOOL OF BUSINESS
Center for Professional Selling