

# EXPLORE SALES & ACCOUNT MANAGEMENT

## WHAT IS SALES & ACCOUNT MANAGEMENT?

Sales & Account Management roles often involve developing and maintaining relationships with customers on behalf of an organization. Common tasks may include making cold calls, researching clients, giving presentations, negotiating contracts, visiting customers, and preparing sales reports. Professionals in this field can utilize their persuasion and relationship building skills to sell nearly any type of product or service to a wide variety of customers.

## FREQUENT JOB TITLES

- Inside/Outside Sales Representative
- Account Manager/Executive
- Territory Sales Manager
- Client Relations Specialist
- Insurance Sales Agent
- Securities/Commodities/Financial Services Sales Agent

## KEY SKILLS

- Ability to learn about products or services being sold
- Customer relationship management software
- Persuasion
- Interpersonal Communication
- Time management
- Public speaking

## RELATED STUDENT ORGS

- Sales and Executive Leadership

## COMMON EMPLOYERS

- Intuit
- Milwaukee Tool
- Altria
- BP America
- CUNA Mutual Group
- Epic
- Ford Motor Company
- General Electric
- General Mills
- Kimberly-Clark Corporation
- Oracle
- Polaris
- P&G

## IDEAL QUALIFICATIONS

- Internship or work experience working in sales or customer relations
- Coursework in public speaking, persuasion, communication, marketing, and public relations