

# SALES INTERN

## JUMPSTART YOUR CAREER WITH SOUTHWESTERN ADVANTAGE

Since 1868, Southwestern Advantage has offered a program that helps university students to gain work experience, entrepreneurial skills, and build character needed to achieve their goals in life. Each summer, nearly 1,500 independent students from over 200 campuses worldwide market an educational learning system to American families.

### JOB DESCRIPTION:

- Engagement in **consultative direct sales** of educational products and personal development services **during summer break**
- **Communication with 2,000 to 5,000 American families** from all socio-economic backgrounds
- Creating relationships and **building rapport with customers**
- Executing all orders, targeting, marketing and PR development, inventory, sales, accounting, time management

### WHAT DO WE EXPECT FROM YOU?

- **Self-driven** individual with **strong work ethic** and **self-motivation**
- **Proactive** and **communicative** person who likes to stand out from their peers
- Embracing challenges and **willingness to learn**

### WHAT DO WE OFFER?

- **100-300 hours of professional sales, leadership, and marketing coaching**
- Experienced **mentors, growth environment, international friendships**
- **Traveling up to 3 different countries in 6 months**
- Escalation of your **business English, self-confidence** and **networking**
- **Attractive financial opportunity** equally proportional to how hard you work



**BLANKA ADAMOVA**

**Associate sales leader**

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**QUESTIONS?**

**Feel free to reach out! We look forward to connecting with you!**

## JOB OUTLOOK SURVEY

Attributes Employers Want to See on New College Graduates' Resumes

ATTRIBUTE	% OF RESPONDENTS
Problem-solving skills	82.90%
Ability to work in a team	82.90%
Communication skills (written)	80.30%
Leadership	72.60%
Strong work ethic	68.40%
Analytical/quantitative skills	67.50%
Communications skills (verbal)	67.50%
Initiative	67.50%
Detail-oriented	64.10%
Flexibility/adaptability	60.70%
Technical skills	59.80%
Interpersonal skills (relates well to others)	54.70%
Computer skills	48.70%
Organizational ability	48.70%
Strategic planning skills	39.30%
Creativity	29.10%
Friendly/outgoing personality	27.40%
Tactfulness	22.20%
Entrepreneur skills/risk-taker	19.70%
Fluency in a foreign language	4.30%

Source: Job Outlook 2018: National Association of Colleges and Employers  
<https://www.naceweb.org/store/2017/job-outlook-2018/>

# DID YOU KNOW?

**MONEY IS TEMPORARY—  
EXPERIENCE AND SKILLS  
LAST A LIFETIME**



You will get an *experiential education*—skills and knowledge not taught in a classroom

**HOW ARE YOU SETTING  
YOURSELF APART FROM  
YOUR PEERS?**



Doing something different distinguishes you

**SUCCESSFUL  
CANDIDATES ARE ABLE  
TO DEMONSTRATE  
UNIQUE EXPERIENCE &  
WORK ETHIC**



**MASTER ATTRIBUTES  
YOU MAY OTHERWISE  
NOT BE EXPOSED TO**



## NOTABLE ALLUMNI

Over 200,000 students from over 1,600 campuses have participated since 1868



Chip Gaines  
HGTV's Fixer Upper



Kevin Stitt  
Governor of Oklahoma



Marsha Blackburn  
U.S. Senator, Tennessee



Stephanie Lundquist  
VP of HR, Target



Apu Mody  
CEO of Lenny & Larry's  
Former President of Mars, Inc.



Larry Wilmore  
Actor, Producer,  
Comedian



Mac Anderson  
Founder of Successories,  
Simple Truths &  
Inspire Kindness



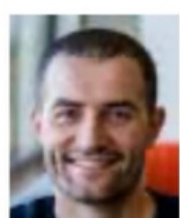
Bill Fagerbakke  
Actor, voice of  
Patrick Star



Dita Příkrylová  
CEO & Founder, Czechitas;  
Forbes 30 under 30 Winner



Stephen Fitzpatrick  
Founder and CEO of  
OVO Energy;  
2018 Green Entrepreneur  
of the Year (UK)



Timo Rein  
Co-founder of  
Pipedrive CRM



Chinh Chu  
Co-Founder,  
Co-Exec. Chairman  
of CF Corp.;  
Former Managing Director  
of Blackstone Group, LLC



Max Lucado  
Best-Selling  
Christian Author

## TRANSFERABLE SKILLS

### LET'S GET SPECIFIC...

- VERBAL – expressing new ideas to thousands of families face-to-face
- ACTIVE LISTENING – asking families questions that determine specific educational needs
- IDEA EXPRESSION – explaining intangible benefits of products
- FACILITATING GROUP DISCUSSION – leading meetings and training sessions
- DEALING WITH DOUBT – helping both prospects and co-workers past hesitations or concerns
- NEGOTIATING – finding mutually beneficial terms in a professional setting
- PERCEIVING NONVERBAL SIGNALS – interpreting body language in a selling situation
- EXPRESSING NONVERBAL SIGNALS – connecting with people using constructive body language
- PERSUADING – successfully converting a stranger into a client within 30 minutes
- EXTRACTING DETAILS – asking questions that get to the core of a prospect's issue
- EXTRACTING DATA – learning unique information that helps you understand a prospect's situation
- PROBLEM SOLVING – independently thinking on your feet without the help of a supervisor
- DEVELOPING RAPPORT – quickly building trust with a stranger
- COOPERATION – achieving significant goals with people of different backgrounds & personalities
- PROFESSIONALISM – representing a company in a favorable way to a new audience
- ASSERTIVENESS – demonstrating confidence despite adversity
- TEACHING – helping co-workers understand a new concept
- DELEGATION – empowering a co-worker with new responsibility
- MOTIVATING – leading yourself and others through a new challenge
- LEADING – doing first what you ask of others
- COACHING – giving technical advice that directly improves a teammate's performance
- COUNSELING – listening and encouraging a teammate in a way that helps them overcome a challenge
- COLLABORATION – being involved in decisions that positively impact the growth of an organization
- REPORTING DATA – interpreting statistics, explaining what the numbers are saying
- PLANNING AND RESEARCH – conceptualizing future needs and proactively offering solutions
- INITIATING NEW PRACTICES – using sequential knowledge to grow professionally
- ORGANIZATIONAL LEADERSHIP – helping a group develop each of the skills listed above

**THE SKILLS YOU GAIN WITH US CAN OPEN DOORS  
TO YOUR FUTURE OPPORTUNITIES!**

