

# Minor in Professional Sales

Learn more at **UTC.EDU/MARKETING**



# Maximize your career options with a Minor in Professional Sales

According to Harvard Business Review, half of all U.S. college graduates work in sales at some point during their career. Now is the perfect time to complement any major and build your personal brand with a professional sales minor.

The coursework provides students with a complete, robust education in sales by offering classes based on real-world scenarios and utilizing extensive hands-on learning. Our faculty mentor and coach students on all aspects of the sales process. In addition, we have a Sales Institute with corporate partners who provide networking and skills development opportunities, as well as excellent full-time sales job placements after graduation.



## Required courses

MKT 2630 - Personal Selling and Self-Promotion (SB) or MKT 3630 - Professional Selling

MKT 3130 - Principles of Marketing

MKT 3730 - Sales Management

MKT 4160 - Business Negotiations

MKT 4630 - Advanced Sales

## Choose one of the courses below

MKT 3450 - New Product Development and Marketing

MKT 3640 - Retailing

MKT 3650 - Consumer Behavior

MKT 3900R - Experiential Learning: Academic Internship Program

MKT 4150 - Business-to-Business Marketing

MKT 4170 - Strategic Distribution Management

MKT 4420 - Services Marketing



Learn more at  
**[UTC.EDU/MARKETING](https://UTC.EDU/MARKETING)**

