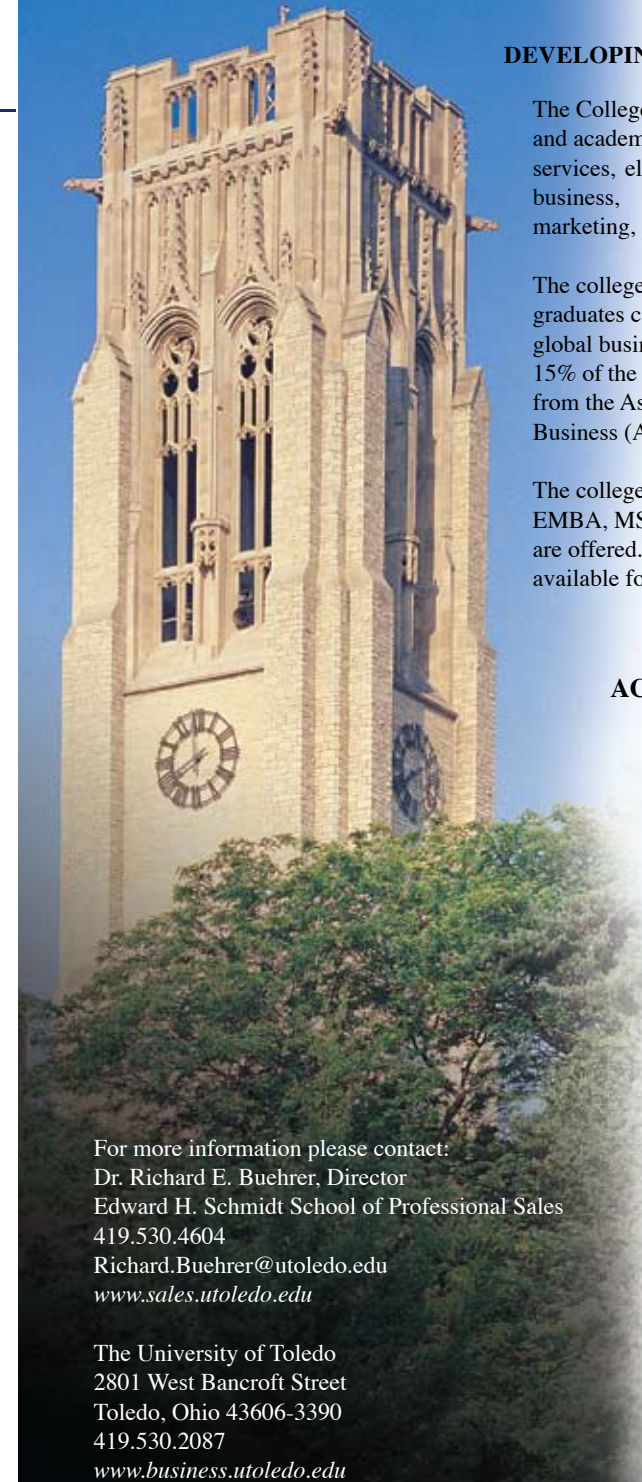




About the Edward H. Schmidt School of Professional Sales

- One of only eight schools with a separate major in sales accredited by the Association to Advance Collegiate Schools of Business (AACSB International).
- Offers a variety of professional sales degree options to choose from: a bachelor's degree in business administration with a professional sales major; minors in professional sales for business and non-business majors; a master of business administration concentration in sales leadership
- Founding member of the University Sales Center Alliance and the Global Sales Science Institute
- An outstanding, diverse, Ph.D.-level faculty dedicated to sales education and research.
- Latest ACT! sales force automation software for our Sales Force Automation Lab through a donation from Sage Software and its local affiliate, DWD Technology Group.
- New, state of the art Sales Action Learning Lab for role playing and other hands-on learning exercises is expected to be open in the fall of 2009
- Executive sales summits held with top corporate executives and community leaders to discuss timely sales challenges, the competitive landscape, best practices and the sales strategies of tomorrow.
- Semi annual recruiting events focused on professional sales
- Graduates consistently recruited and hired by national and regional firms such as: 3M; Automatic Data Processing Inc; Aerotek; Crown Equipment Corp.; Dana Corp.; Hilti Inc.; Hess Corporation; Johnson & Johnson; R.R. Donnelly; Owens-Illinois; Owens-Corning; Paychex Business Solutions; Pfizer; Enterprise Rent-a-Car; Shaw Industries; Schindler Elevator; Therma Tru Doors, University Directories; Seymour & Associates; Northwestern Mutual Financial Network; All Phase Electric Supply/CED Ethos Group; and Fastenal.
- Programs, faculty and students recognized in national publications including *Sales and Marketing Management*, *Selling Power*, *The Blade*, and the *National Underwriter*.
- Starting financial compensation for ESSPS graduates typically range from \$35,000-\$80,000



DEVELOPING LEADERS FOR THE WORLD OF BUSINESS

The College of Business Administration offers cutting-edge research and academic programs in a variety of career fields including financial services, electronic commerce, professional accounting, international business, information systems, human resource management, marketing, professional sales, and supply chain management.

The college has an outstanding reputation for providing interns and graduates capable of meeting diverse employment needs in today's global business community. UT's College of Business is one of only 15% of the business colleges worldwide to have achieved accreditation from the Association for the Advancement of Collegiate Schools of Business (AACSB International).

The college offers 12 undergraduate majors. In addition, an MBA, EMBA, MS in accounting, and a Ph.D. in manufacturing management are offered. Minors in business, including professional sales, are also available for non-business majors.

ACADEMIC DEPARTMENTS

ACCOUNTING

- Accounting

FINANCE AND BUSINESS ECONOMICS

- Finance
- Financial Services

INFORMATION OPERATIONS AND TECHNOLOGY MANAGEMENT

- Information Systems
- Operations Management
- Supply Chain Management

MANAGEMENT

- Organizational Leadership and Management
- Human Resource Management

MARKETING AND INTERNATIONAL BUSINESS

- e-Commerce
- International Business
- Marketing
- Professional Sales

www.business.utoledo.edu

THE EDWARD H. SCHMIDT SCHOOL OF PROFESSIONAL SALES



THE UNIVERSITY OF TOLEDO COLLEGE OF BUSINESS ADMINISTRATION



www.sales.utoledo.edu

The Edward H. Schmidt School of Professional Sales

The University of Toledo College of Business Administration understands that in business nothing happens until someone sells something, and we're one of eleven business colleges in the country to have an accredited school, institute, and/or center exclusively devoted to sales.

Established in 2002 as the nation's first endowed sales center, the Edward H. Schmidt School of Professional Sales (ESSPS) is committed to providing high-quality educational programs to enhance the world of business practices related to professional sales and to continue to be a recognized leader in sales learning, discovery, and engagement.

Our students learn through field experience what effective salespeople do. Our classes are designed for the "real world" of business and offer students consistent interaction with award-winning faculty and successful business leaders.

Specifically, this is accomplished through a rigorous curriculum (seven in professional sales) and required internship that emphasizes critical thinking, psychological and sociological principles, communication theory, strong written and oral communication skills, and solid core business foundations which, when combined, provide students with the knowledge, skills, and abilities to build strong relationships with customers in highly competitive environments.

Our graduates are consistently recruited and hired by top national and international firms in the manufacturing, technology, financial services, pharmaceutical, publishing, retail and service industries. And through a wide-range of internship opportunities with a growing number of business partners, students can apply their sales skills to actual situations.

For the past several years, ESSPS students have consecutively won top awards at the National Collegiate Sales Competition, including the Product Sale and Service Sale Awards. Additionally, the UT chapter of Pi Sigma Epsilon (the only co-ed professional fraternity for sales management and marketing) has won top awards at the PSE National and Regional Conferences, including Best Region and Best Chapter in Region.



ESSPS Faculty

Richard E. Buehrer, Ph.D.
Director
Professor of Sales and Marketing

Ellen Bolman Pullins, Ph.D.
Schmidt Research Professor
of Sales and Sales Management

Michael Mallin, Ph.D.
Assistant Professor of Sales and
Marketing

Deirdre Jones, MBA
Assistant Director and Instructor

Jennifer Cordell, MBA
Visiting Instructor



"My involvement with The University of Toledo's ESSPS allows me to stay abreast of what today's brightest young sales professionals are looking for as they start their careers. My participation on the Advisory Board allows me to address the needs of my business while helping strengthen this key asset of the University."

– Scott Flowers,
Director Business Development,
Owens Corning



"From personal experience with the students and faculty of the Edward Schmidt School of Professional Sales at the University of Toledo, it is evident that the curriculum, expertise and dedication superbly prepare the students for a professional sales career. By engaging them with a combination of academic and real world work experience helping actual companies, they prepare the students for the realities they will encounter entering the work-place. In addition, they teach them communication skills, capabilities and the confidence to build professional relationships."

– Jerry Oleshansky,
Vice President & General Manager,
Therma Tru Doors



"The ESSPS is making a difference. I'm very impressed with the proactive leadership your school is displaying in establishing this program at a masters level."

– Frank Loftus,
General Manager,
3M Automotive Innovation Center

