

In fall 2016, the St. Ambrose University College of Business and the College of Health and Human Services will launch new Business Sales and Healthcare Sales programs to prepare students for careers in professional sales. Students will be challenged to build and apply important business knowledge and become proficient in critical skills, including understanding and responding to client needs; initiating, nurturing, and sustaining business relationships; behaving professionally; and conducting business ethically. Sales majors will be fully job ready upon graduation.

Nurturing business relationships and a successful career.

Sales people are key to initiating and nurturing the relationships fundamental to successful businesses. National studies show that students with undergraduate education in sales receive more job offers, start at higher than average salaries, begin contributing to business success quicker, and are happier in their careers.

A curriculum that means business. At St. Ambrose, the sales curriculum is built upon general education and business core courses, and specialized courses in sales principles, key customer and relationship development, communicating to lead and influence, advanced sales techniques, selling in healthcare (healthcare sales majors only) and an internship in sales. Elective courses include negotiation in relationship building, professional practices in sales, and sales management and processes.

Excellence and inspiration. As a Business Sales or Healthcare Sales major at St. Ambrose, you can count on getting:

- > A broad understanding of important tools of business, including accounting, marketing, finance, organizational behavior, and economics.
- > Focused, practical education taught by challenging professors, who bring extensive business experience to the classroom.
- > A dedicated sales classroom, and educational technology and role playing to help develop interviewing, presentation, selling, and relationship management skills.
- > A support system that includes mentoring, an internship, significant exposure to the local business community and career counseling. Plus, you'll get assistance preparing a portfolio to demonstrate you can apply the knowledge you have acquired.

Imagine your potential. A sales major can easily be completed in four years. You might even decide to double major in sales and another business, or non-business, area of study. Imagine preparing for your future at St. Ambrose. Imagine how confident and distinctive you will feel in four years. Imagine your opportunities as a St. Ambrose University graduate in sales.



Ambrose Advantages

Inspiration starts here. College of Business faculty mentors prepare students to confidently enter the business world upon graduation and immediately contribute to organizational success through applying knowledge and skills developed in the classroom and through interactions with the business and healthcare communities.

Inspiration into action. The SAU Sales Center supplements classroom instruction as the hub of activities for guest speakers, internships, intercollegiate sales competitions, and individualized career mentoring. The Sales Center also manages student assessment tools and counsels students on interpretation and implementation of findings, assists students with job interview preparation and the creation of portfolios to be used in career placement, and manages relationships with corporate partners for internships and other experiential placements.

Career Opportunities

Business sales career opportunities can include business to business or direct to consumer sales. Among the fields where sales consultants can build rewarding careers are advertising, insurance, real estate, retail, securities and commodities, financial services, travel, and wholesale and manufacturing.

Healthcare sales can involve selling complex scientific and technological products to clinics and hospitals, physicians or directly to patients through careers with companies that manufacture and market pharmaceuticals, medical devices, and consumer healthcare products. Some of the primary healthcare sales career opportunities include products and services related to assistive technology, biomedical and biofeedback, cardiology, dental equipment and supplies, diagnostic and examination devices, drugs and pharmaceuticals, laboratory equipment, monitoring equipment, optical products, orthopedics and physical therapy, sterilization and hygiene equipment, surgery, testing, and X-ray and imaging.

Career Outlook

Business and healthcare sales jobs are expected to grow faster than the national average.

- > According to recent studies from the Sales Institute at Florida State University and the Center for Professional Sales at Baylor University, employment in the sales industry exceeds the Federal government workforce by a ratio of 5:1.
- > It is estimated that 2,000,000 new sales jobs will be created in the United States by 2020.
- > Healthcare sales jobs are expected to grow by 26% through 2016, per Pharmaceuticalsalesjobs.org.
- > According to the National Association of Medical Sales Representatives (NAMSR), “the future of medical sales is promising as technology in medicine continues to advance. Regardless of the economy, jobs in the medical industry continue to remain strong due to the constant need for health care.”

Where Some of Our Graduates Work

St. Ambrose offers a range of excellent undergraduate business programs in Marketing, Management, Finance, Accounting, International Business, and Economics, from which graduates have gone on to achieve remarkable success. A few of the companies that employ St. Ambrose business graduates in sales include:

- > AD Huesing Corporation, sales manager
- > Bardovan Health Innovations, chief sales officer
- > Cartegraph, enterprise sales executive
- > Caterpillar Inc., senior sales support specialist

- > Commercial Printers, regional sales manager
- > Cottingham and Butler, commercial insurance consultant
- > Deere Employees Credit Union, mortgage sales manager
- > Endologix Inc., vice president of US sales
- > Florida Marlins, sales administration
- > Kansas City Chiefs, group sales manager
- > Medtronic, vice president of sales—west
- > Oklahoma City Dodgers, manager suite sales
- > Otsuka Pharmaceuticals, district sales manager
- > Paylocity, senior national sales support representative
- > Progressive Insurance, senior territory sales manager
- > Quality Trailer Sales Inc., sales manager
- > Relocation Reps Real Estate, vice president of sales
- > Tempt In-Store Productions, sales coordinator

Your Career: Networking, Internships and Jobs in the Quad Cities

The Quad Cities is a welcoming and fun place to live as a college student. More than that, it offers a great community to help you prepare for—or even start—your career. The Mississippi River has long been a driving force behind Quad Cities’ commerce and industry. And with its prime location on the Interstate-80 corridor, the region continues to grow as a center for business and technology.

The Quad Cities is home to Fortune 500 corporations and start-up entrepreneurs. Deere & Company, Alcoa, HON, Kone, Modern Woodmen of America and many other companies that span the globe have headquarters, branches or administration centers in the region. These organizations contribute to the Quad Cities’ growing reputation as a center for business and technology, and provide exceptional opportunities for networking, internships and jobs.

Get in Touch With Us Today

We invite you to visit St. Ambrose to learn more about the opportunities here. Our quality academic programs provide one of the best private education values in the Midwest. Check it out for yourself: contact our Admissions Office, 563/333-6300 (toll-free 800/383-2627) or admit@sau.edu, or go online to www.sau.edu.

St. Ambrose University offers a Bachelor of Arts in Business Sales and a Bachelor of Arts in Healthcare Sales. Minors are also offered in these disciplines. For complete curriculum information and course descriptions, consult the Course Catalog at www.sau.edu/catalog.