# **Sales Administration**

# **Undergraduate Certificate**

#### **Upskill for a Career in Professional Sales**

The service industry is one of the fastest growing employment areas, and it is expected to continue to grow. With many people projected to retire within the next 10 years, the forecast is promising in terms of job growth for sales professionals. This Certificate in Sales Administration provides students with the knowledge, skills and abilities to support a flourishing sales career. The 100% online format makes it convenient to earn your certificate while working.

## **Course Requirements (18 credits)**

Prerequisites may be required. Visit the program page for details.

BBM	201	Principles of Management (no prerequisites)
BBM	308	Introduction to Sales Force Management
BBM	100	Customer Service Workshop
BBA OR	430	Big Data and Visualization
ISM	350	Information Technology Policies and Strategies
BBM	110	Fundamentals of Ethical Sales Techniques
<b>BMK</b>	320	Consumer Behavior
BBM	330	Power and Negotiation
OR HSP OR	201	Customer Relations in the Hospitality Industry
SPM	310	Sales in Sports
BBM	415	Effective Sales Presentations and Proposals

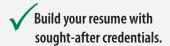
### **Related Programs:**

- BS in Interdisciplinary Studies
- BS in Business Management

Get started today at wilmu.edu/Certificates.



Earn a certificate AND get credit toward a degree at the same time. Through **Dual-Credit ADVANTAGE™**, you can go further, faster, by applying credits to multiple degree and certificate programs without extra time or tuition cost.







### What sets us apart:



Job Market Relevance



Affordable Tuition



Degree Program Alignment



**Expert Faculty** 

