



## UAB Center for Sales Leadership · Professional Sales Certificate Application

Name:	
Student ID:	
E-mail Address:	
Local Address:	
Local City / State / Zip:	
Cell Phone:	
Permanent Address:	
Major:	
Minor:	
Second Major or Minor:	
Expected Graduation Date:	
Please provide three professional references, including UAB faculty, UAB staff members, or employers	
	1.
	2.
	3.

**Please note that a copy of your resume must be submitted to complete your application process as well as your LinkedIn Profile URL.**

**Also, please attach two paragraphs, detailing the following:**

- 1. Your professional goals in the field of sales, highlighting industries of interest**
- 2. Any current or previous professional or shadowing experience in sales**

Please submit this completed application, along with an attached resume and typed paragraphs to Kristen Craig in CSB 257-B, or via document scan to [kcraig@uab.edu](mailto:kcraig@uab.edu)



## UAB Center for Sales Leadership - Professional Sales Certificate Program Requirements

### Criteria for admission into the Professional Sales Certificate Program include:

- Submission of a completed application form to Ms. Kristen Craig (BEC 219); In addition to the form the applicant must also attach the applicant's resume and LinkedIn Profile URL.
- Achievement of an overall GPA of 2.5 or higher and in Academic Good Standing with the University;
- Commitment to a strong level of extra-curricular involvement in Sales Program activities;
- Completion by the applicant of an advising session with Kristen Craig to confirm sequencing of all required courses as well as review required meeting / experiential learning requirements.

### Required Courses:

A unique curriculum designed to develop strong sales skills and prepare graduates to enter into industry with heightened credentials are the objectives of the classes required of the certificate. A three semester hour industry specific course, in an area such as finance, technology, retailing or distribution, is required in order that Sales Certificate students ground their sales knowledge in one or more specific fields. Approval of this course is granted by Professor Scott Watson, Executive Director of the Professional Sales Certificate Program. Additional required courses are as follows:

MK 330:	Professional Selling	3 semester hours
MK 420:	Sales Management	3 semester hours
MK 425:	Advanced Sales	3 semester hours

**Total Requirements: 12 semester hours**

### Application Notes:

Completion of the Sales Certificate results in the awarding of a certificate that is officially recognized on the UAB transcript upon graduation. Entrance into the program is competitive and requires the completion of all required courses. Admission cannot be guaranteed to all students meeting the admission criteria. The Sales Certificate Admission Committee will admit students up to its enrollment ceiling based on applicant credentials. The Sales Certificate will be awarded only to students who have been accepted into the program and who have fulfilled all certificate requirements.



Center for Sales Leadership