

# 2022-2023 Baylor ProSales Corporate Partnerships

Serving and Selling from the Heart



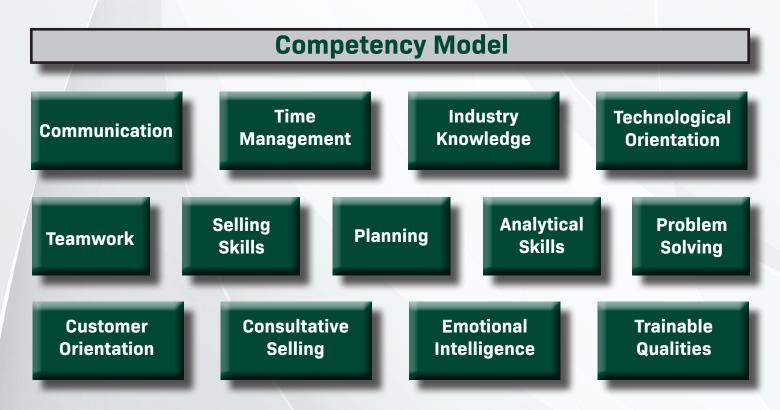
# **What Baylor ProSales Offers**

#### **Selective Program**



Application and multiple interviews results in 3.63 GPA (average)

Models selection process among high-performance sales organizations



Competency-based model (13 competencies mapped to 46 specific skills)

Driven through curricular and co-curricular learning and development

## **Access to Candidate Pool**

# **High Performers**



Full Time Internships

Placement 100% 100%

Compensation \$99k \$25/hour

# **Concierge Interview Service**



Full-service model: scheduling, hosting, meals in-person, virtual or both

# **How Partners Gain Visibility**

#### **Executive-in-Class**



Coach junior-level students in class
Share expertise and strengthen relationships

#### **Video Interview Series**



Highlight your expertise Viewed by sales and marketing students

#### **Top Gun Training Programs**



Coach ProSales students during programs
Maximize your campus visits

#### **Sales Competitions**



Evaluate talent (four sales competitions)
Attend awards ceremony (in-person or virtually)

# **Powerful Positioning**

## **Champions Dinner**



Invite preferred students to private dinner Create exclusive auora for preferred students

#### **Student Showcase**



Engage ProSales students (virtually)
Reverse career fair model

#### **Mentoring**



Serve as virtual mentor Bio on Board Webpage

#### **Logo Showcased**



All Partners Sales Lab, Website

Silver+ Newsletter, Class Materials

Gold+ Spring Top Gun

Platinum+ Fall Top Gun

# 2022-2023 Partnership Packages

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Full Concierge Interview Service	Interview top sales talent				
Fall Top Gun Executive Coach	Coach students face-to-face				
Top Golf	Network with students in a casual environment				
Student Showcase	Visit with ProSales students & listen to their elevator pitches				
Partner Presentation	Present your company's opportunities				
Video Interviews	Highlight your executives in our classroom video series				
Executive-in-class	Coach junior students in the classroom				
Access to Students' Digital Content	Virtual interviews, e-Portfolios, ProSalesTalks				
Competition Judge	Judge 3 internal sales competitions				
Advisory Board Membership	Shape the Professional Selling program strategy				
Recognition	Create brand visibility (Sales Lab & Sales Center)				
Silver					
Champions Dinner	Invite preferred students to a private dinner				
Keynote Speaker	Feature senior-level executive				
Coordination of Virtual Events	Assistance in coodinating virtual events				
Recognition	Bi-weekly newsletter & class materials				
Gold					
Co-sponsor: Spring Top Gun	Additional positioning among students, faculty and partners				
BBEC Judges	Serve as on-site judges for our internal ethics competition				
Class Speaker: Sales Management	Highlight senior-level executive in the classroom				
Customized Engagement Strategy	Strategize with ProSales staff for best engagement opportunities				
Platinum					
Co-sponsor: Fall Top Gun	Additional positioning among students, faculty and partners				
Co-sponsor: BBSO or BBVA	Your product featured in internal sales competition case				
Customized Research	Collaborate with ProSales faculty for mutually-beneficial research				
Platinum Elite					
Featured Product in ProSales I Course	Your product featured in ProSales I roleplay scenario				
Executive Sales Competition Coaches	rovide executive coaches for 6 external sales competition teams				

Platinum Elite \$100,000 (limited to 1)		Platinum \$50,000 (limited to 2)		<b>Gold</b> \$20,000 (limited to 3)		Silver \$12,000 (limited to 5)		<b>Bronze</b> \$6,000 (limited to 20)
1st Choice		2nd Choice		3rd Choice		4th Choice		5th Choice
12 participants		10 participants		8 participants		6 participants		4 participants
12 participants		10 participants		8 participants		6 participants		4 participants
16 participants		14 participants		12 participants		10 participants		8 participants
Aug 16		Aug 16		Aug 16		Aug 18		Aug 18
8 interviews		6 interviews		4 interviews		2 interviews		1 interview
<b>√</b>		<b>√</b>		<b>√</b>		<b>✓</b>		<b>√</b>
<b>√</b>		<b>√</b>		<b>√</b>		<b>✓</b>		<b>√</b>
<b>√</b>		<b>✓</b>		<b>✓</b>		<b>✓</b>		<b>✓</b>
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<b>✓</b>		<b>√</b>		<b>√</b>		<b>✓</b>		<b>√</b>
28 students		21 students		14 students		7 students		
✓		$\checkmark$		✓		✓		
<b>√</b>		$\checkmark$		✓		✓		
✓		✓		<b>✓</b>		<b>✓</b>		
<b>✓</b>		✓		<b>√</b>				
<b>✓</b>		✓		✓ //				
<b>√</b>		✓		<b>√</b>				
<b>√</b>		✓		<b>/ /</b>				
					l			
✓		✓						
<b>√</b>		<b>√</b>						
<b>√</b>		✓	All partnerships priced on a per-year basis and require a two- year commitment. The Platinum Elite partnership requires a three-year commitment.					
		Ready to Partner with Us						
<b>√</b>	baylor.edu/business/selling/partner							
<b>√</b>	Professional_Selling@baylor.edu  New Partners must commit by July 1.							
	New Farthers must commit by only 1.							



www.baylor.edu/business/selling/partner



