

**Why Choose P.I.T. for
continuing education for
Professional Sales
Readiness Certificate?**

✓ **Experienced Instructors**

✓ **Courses Transfer to Other
Colleges and Universities**

✓ **Intimate Learning
Environment and Family
Atmosphere**

✓ **Portfolio Building and
Interview Coaching**

✓ **Free Tutoring**

Certificate Professional Sales Readiness

Become a high-achiever with business not-as-usual!

*Achieve your goals fast and efficiently! In under eleven weeks,
earn your Professional Sales Readiness Certificate
and take your career to the next level..*

What is the Professional Sales Readiness Course?

In just 11 weeks, the Professional Sales Readiness course prepares graduates to utilize the new tools gained to become high achievers. Using interactive and engaging training techniques, including role-playing and group think strategies, students can learn, demonstrate, and observe the most effective selling strategies.

Why is the program beneficial to me?

In addition, students will have the opportunity to assess their sales skill competencies and explore how to leverage those strengths to their dream career, promotion to management, or increasing commissions. Topics covered in the course include:

- Analytical skills
- Using a CRM as a tool
- Critical thinking
- Business development and prospecting
- Effective and memorable client presentations
- Advanced negotiating tactics
- Sales goal planning
- Calculating a compelling return on investment



Where can I go after P.I.T.?

Graduates of this accelerated program can boast a recognized industry badge credential from Credly, Inc. to add to their resume and LinkedIn profile. The three college credits earned in this course can also be applied to any degree program within the College.

Pennsylvania Institute of Technology

800 Manchester Avenue, Media, PA 19063 | 610-892-1500 | PIT.EDU

Professional Sales Readiness (PSR)
Professional Sales Readiness Certificate
Quick Facts



**THE STUDENT
PERSPECTIVE**

This course has helped me to see what I can expect and what it will take for me to be competitive in the working selling world. It is comprehensive in scope and powerful.

~ Marvin E., Adult Learner Grad

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I have never taken a more beneficial class in my 3 years of college.

~ Dana S., OSU Program Grad

I'm truly amazed at the content I was able to learn in just three short weeks, The program not only teaches you sales techniques, it allows you to actually do the research and put together a proposal as a sales professional would.

~ Jade W, Clayton State Program

I was flabbergasted by my Chally results! I knew that I was capable of so much, but did not know how to put it into words . . . My Chally results gave me more confidence that a sales professional is what I want to be.

~ Bertha V., Adult Learner Grad

The class was stimulating, well-formatted, and incredibly informative. Due to taking the class I have explored and become interested in a career path that I had not previously considered in-depth.

~ OSU Student Program Evaluation Comment

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