



CERTIFICATE IN CONSULTATIVE SALES

Increase your salary upon graduation, gain a competitive credential, and upskill with sales.

This Certificate in Consultative Sales is open to ALL MAJORS.

WHY JOIN?

- ✔ Personal growth
- ✔ Interviewing skills
- ✔ Networking skills
- ✔ Experiential learning
- ✔ Supportive Alumni network
- ✔ Access to world-class companies
- ✔ Opportunities within Neeley
- ✔ 100% Job Placements
- ✔ Internship Placements
- ✔ High Potential Earnings

Apply here:



EXPECTATIONS

Class Performance

- Get a B or better in all sales courses
- Meet or exceed sales quota in the course, Consultative Selling

Professionalism, Etiquette, & Behavior

- Uphold the TCU Sales Program's core principles
- Be coachable
- Attend all the sales classes
- Fully engage in all classes
- Be responsive to faculty, staff, and coaches' communications
- Demonstrate propriety of dress

REQUIRED CLASSES

PREREQUISITE COURSES

MARK 30153 (Business Major) or MARK 30653 (Non-Business Majors)

REQUIRED COURSES (9 TOTAL HOURS)

MARK 40623

Foundation of Selling

Develop strategies for strategic relationship building and enhance sales capabilities to assist and advise clients while offering marketplace impact and value.

MARK 40273

Consultative Selling

Nurture skills in persuasion and influence through a systematic, consultative sales approach that incorporates technology and strategic insights used by Fortune 500 companies.

MARK 40770

Sales Practicum

Engage in sales through a series of experiential learning opportunities including visits to corporate headquarters, observing live sales calls, presentations by CEOs, and coaching sessions with sales professionals and recruiters.

RECENT HIRING ORGANIZATIONS

