

# SALES CAREERS FAIR 100's OF FULL TIME & 400 + INTERNSHIP POSTINGS!

MONDAY, MARCH 4<sup>TH</sup>  
4:00PM TO 7:00PM  
BONE STUDENT CENTER – BROWN BALLROOM

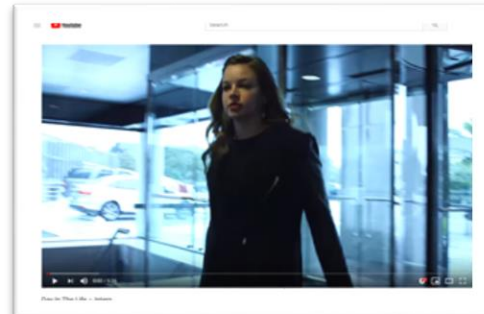
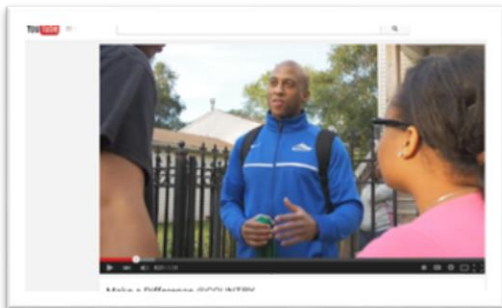
ALL MAJORS WELCOME

PROFESSIONAL ATTIRE SUGGESTED

*ENJOY LIGHT REFRESHMENTS AND VISIT THE SPONSORS:*

*COUNTRY FINANCIAL*

*NORTHWESTERN MUTUAL*



IF YOU NEED A SPECIAL ACCOMMODATION TO FULLY PARTICIPATE IN THIS EVENT PLEASE CONTACT:  
MIKE BOEHM, MARKETING DEPARTMENT AT 309- 438-2954.  
PLEASE ALLOW SUFFICIENT TIME TO ARRANGE THE ACCOMMODATION.



Booth #	Company	# of Internships	Will Interview This Level:			# of FT Jobs
			Freshmen	Sophomore	Junior	
27	Aegis	3	-	-	yes	10
4	AT&T B2B Sales Development Program	20	-	-	yes	200
8	Bufalo Construction	1	-	yes	yes	7
18	Cintas	tbd	-	-	yes	tbd
20	Circle 8 Logistics (pymt. Follow up 1/9/19)	0	-	-	-	30
19	COUNTRY Financial	TBA			Yes	TBD
22	Edward Don & Company	0				4
1	Enterprise Rent A Car	50	-	-	Yes	40
14	Foresters Financial Services, Inc.	TBA			Yes	
5	Gartner	400	-	-	Yes	300
23	Genesis Technologies	2	-	-	yes	2
12	SmartSource	5	-	-	Yes	8
28	Infra-Metals	?				TBD
24	ISU Athletics	1	Yes	Yes	Yes	0
15	MassMutual Chicago	3	-	-	yes	10
2	Northwestern Mutual - Chicagoland	30	-	yes	yes	5
3	Northwestern Mutual (Normal & Springfield, IL)	4	-	yes	yes	TBD
25	One Main Financial	1	-	-	yes	1
13	Paychex	10	-	-	yes	10
9	Pella Corporation	2	-	yes	yes	25
21	Pulse Technology	3	Yes	Yes	yes	15
7	Ram Tool Construction Supply Company	?				TBD
17	Saint-Gobain	?				TBD
30	Shamrock Trading Company	?				TBD
32	Sherwin Williams Company	5		yes	yes	5
26	SumnerOne	0				5
10	Sunbelt Rentals	2	-	yes	yes	4
11	Swank Motion Pictures, Inc.	0	-	-	-	5
31	TEKsystems	2	-	yes	yes	6
29	Temperature Service Company	0	-	-	-	3
16	VelocityEHS	5	-	Yes	Yes	15
6	Young America Realty	2	yes	yes	yes	5

*Check list for success:*

1. Do your research, and it's okay to have notes written out about the companies to have in front of you when meeting them. In fact, they are impressed when a student has done that much pre-work.
  - a. During the booth visit ASK for what you want - An interview? Office visit? A Shadow day?
2. **Freshmen**, while professional dress is recommended, what would be worse than not having a suit and tie to wear, is if you didn't attend at all...
3. All majors are invited to learn about starting their business career from a sales role AND these recruiters are hiring YOU not your major!

So if YOU are – Competitive, Disciplined & Coachable ***Then these companies want to meet you!***

## Aegis Worldwide

*Aegis Worldwide is a company built on ethics and integrity. We realize that a company's philosophy is not something that is just created for publication and marketing material. Our company consists of a team that values quality relationships, strong work ethic, and is committed to providing the highest level of customer service.*

*At Aegis Worldwide, our team works in a dynamic and high-energy atmosphere. We acknowledge the interdependence of our employees, whom possess the desire to succeed both individually and as a team, and understand that our success depends on our staff.*

<http://teamaegis.com/about-aegis-worldwide/our-philosophy/>

## AT&T B2B Sales Program Division

*In our B2B Sales Program, you'll learn about our most innovative products and services and how to best connect them to our business customers. Your career will get an upgrade too - with hands-on training and access to world-class instructors. At the end of the 16 weeks, you'll relocate to one of our most in-demand sales markets and be well on your way to a career with unlimited possibilities.*

<https://www.att.jobs/job/dallas/b2b-sales-program/117/8133300>

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## Bufalo Contracting, Inc.

*Bufalo Contracting is a locally owned company specializing in roofing, siding, gutters, windows, decks & storm restoration. We service Northern Illinois, Wisconsin and now opening our new office in Ft Meyers, FL. Bufalo Contracting has been voted #1 roofing company 2 years in a row in Northern IL & Southern WI.*

<http://www.bufalocontracting.com/>

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## Cintas, Inc.

*Cintas has built its company and culture around the concepts of positivity, respect, motivation and caring for our customers and our employee-partners. Our employee-partners are the key to the success of our company. We invest in their career development, offer competitive pay and affordable health and welfare benefits.*

*If you're looking to expand your career opportunities through professional training and development, Cintas is the right place for you.*

<https://www.cintas.com/careers/>

## Circle 8 Logistics

*Are you up to the Circle 8 Challenge? Based in the Chicago area, Circle 8 Logistics provides multimodal transportation and logistics services throughout North America. As a non-asset-based company, our largest investment is in the people who handle your business. We find that investment pays off: our staff is experienced,*

knowledgeable, honest and motivated to get the job done.

For more than 17 years, our customers and carriers have trusted Circle 8 to provide them with a level of service that not only meets their expectations but exceeds them. Are you looking to start a challenging, fast-paced role that offers career growth and rewarding financial potential? Circle 8 Logistics is currently looking for dynamic individuals to join our team! Circle 8 Logistics is a rapidly growing firm that will reward your efforts, giving you greater opportunity to achieve your financial and long term career goals.

<https://circle8logistics.com/circle-8-careers/>

### **COUNTRY Financial Refreshments Sponsor!!!**

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COUNTRY Financial is a highly rated Fortune 1,000 insurance and financial services company that has been around since 1925. We all connect with the opportunity to make a difference in peoples' lives. We do this through auto, home and life insurance to crop and farm insurance, retirement planning to 401ks and even commercial insurance for small businesses.

We do business in 19 states including: Alabama, Alaska, Arizona, Colorado, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Minnesota, Missouri, Nevada, North Dakota, Oklahoma, Oregon, Tennessee, Washington and Wisconsin.



<https://www.countryfinancial.com/en/about-us/careers.html>

### **Crown Lift Trucks, Inc.**

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Why Crown?

An Industry Leader in Innovation. Customers and industry experts agree — Crown has a reputation for award-winning product design, advanced engineering and technology and commitment to sustainability.



<https://crownequipment.jobs/>

### **Edward Don and Company**

Owned and operated by the Don family since 1921, Edward Don & Company is the world's leading distributor of foodservice equipment and supplies. Our knowledgeable sales representatives, unmatched product selection, nationwide distribution centers, and integration of new technology make us the chosen supplier for all types of foodservice businesses including independent restaurants, national chains, health care, hospitality, country clubs, schools and universities, government institutions, and foodservice management.

<https://www.don.com/about/careers>

## Enterprise Rent A Car

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*Enterprise is repeatedly ranked by BusinessWeek magazine as one of the “50 Best Places to Launch a Career” and one of the largest college recruiters in the United States as reported by Diversity Employers magazine (formerly The Black Collegian magazine) and CollegeGrad.com.*



*Enterprise Rent-A-Car is owned and operated by St. Louis-based Enterprise Holdings, a privately held company which, through its regional subsidiaries, also owns and operates the Alamo Rent A Car and National Car Rental brands. Enterprise is an internationally recognized brand with more than 6,000 neighborhood and airport locations in the United States, Canada, the U.K., Ireland, and Germany.*

[www.erac.com](http://www.erac.com)

## Foresters Financial

*Foresters Financial™ is an international financial services provider with thriving operations in the United States, Canada and the United Kingdom. But we’re so much more! Our purpose – to enrich lives and build strong communities – has defined us since 1874 and it continues to redefine what a financial services organization can do.*

<https://www.foresters.com/en/careers>

## Gartner

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*Looking to join a fast-growing team that helps business leaders make the right decisions, everyday? If you’re a student or recent graduate, consider Gartner as the place to launch your career.*

*Our success depends on helping you reach your personal and professional goals and deliver strong results. At Gartner you’ll work with talented people and industry thought leaders in a challenging, stimulating environment with unlimited opportunity for growth.*

<https://jobs.gartner.com/campus>

## Genesis Technologies

*Genesis Technologies Inc. is a computer software and technology products reseller. We are focused on servicing the technology needs of education customers.*

<https://www.genesis-technologies.com/>

## Illinois Brick Company

*Illinois Brick Company has been providing architects, contractors, builders, landscapers and homeowners’ quality products and services for more than three decades. That’s because professionals know that start to finish, their projects are only as good as the materials they use to build them. Our business is helping you achieve a higher level of performance. We specialize in helping clients turn costs and risk into competitive advantage.*

<https://www.illinoisbrick.com/>

## Infra-Metals

*With an exceptionally wide range of products and services, Infra-Metals is one of the largest structural steel service providers in the United States. We specifically tailor our centers to meet the needs of the regions they supply, and we maintain a steadfast commitment to providing high quality materials and service promptly and economically.*

*Our extensive inventory features products ranging from beams and tubes to sheets, channels and expanded metal, and our processing capabilities include just about everything from cutting and drilling to blasting and painting. Infra-Metals is a one-stop shop for all your structural carbon steel needs.*

*A leading distributor of structural steel and a member of the Reliance Steel & Aluminum Co. family, Infra-Metals serves as a consolidated source for materials and processing and significantly streamlines our clients' procurement procedures. We can provide a wide variety of products with relatively short notice, which combined with our processing capabilities allows us to get our clients the correct material in a form that's immediately ready for the job. <http://www.infra-metals.com/about-us/>*

## MassMutual-Chicago

*We are passionate people; genuinely mindful of your ambitions and committed to creating a collaborative, client-centered relationship. This is our promise to you.*

*At MassMutual Chicago (formerly Water Tower Financial Partners) conversations do not start or end with numbers. Instead, we focus on the real heart of the matter – what's most important to you. We want to know your concerns and how you wish to help protect your family and everything you've worked so hard to achieve. Armed with this knowledge, we can help you map out a strategy that addresses the areas in life that truly matter most to you.*

<https://chicago.massmutual.com/>

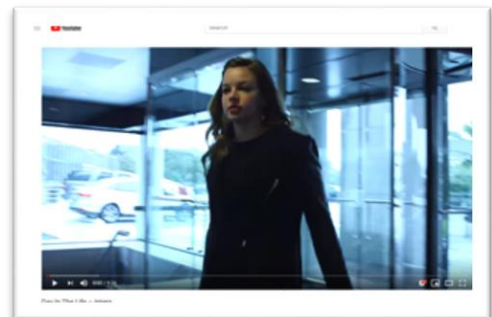
## Northwestern Mutual – Downers Grove, Naperville, Schaumburg, River North, Skokie plus Bloomington/Normal, Peoria and Springfield offices Refreshments Sponsor!!!

*The Northwestern Mutual Financial Network offers a personalized approach to providing customized financial strategies tailored to each client's individual needs. Serving clients personal and business needs, our Financial Representatives represent exclusive access to a variety of world-class solutions and services from life insurance, disability income protection and education funding alternatives, to retirement planning, estate planning and business planning expertise. We are committed to providing valued advice and innovative solutions to help all our clients achieve their financial goals in today's complicated financial world.*

*Northwestern Mutual's mission is to foster life-long relationships with clients founded on sound guidance, expert solutions, backed by company's exceptional financial strength.*

[www.nmfn.com](http://www.nmfn.com)

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## OneMain Financial

OneMain provides personal loans with one on one, local service at branches nationwide. Our personalized loan solutions offer customers a simple and straightforward loan application, fixed rates, fixed payments, clear terms and multiple payment options. Behind every great company is a great team. What we offer is simple—an opportunity to work collaboratively and inclusively, to develop your skills and help you grow—with a group of people who value hard work and fresh ideas. If you're looking for a place that recognizes your efforts and achievements and rewards you for a job well done, look no further. That's us.

<http://onemainfinancial.com>

## PAYCHEX, Inc.

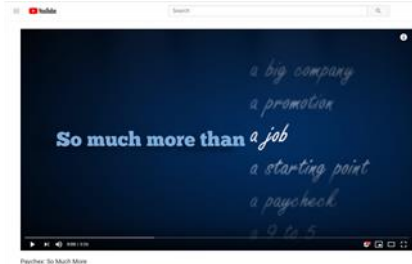
Paychex, Inc. is a recognized leader in the payroll, human resource, and benefits outsourcing industry, with a steadfast commitment to success and a record of achievement that continues a tradition of delivering excellence.

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The company was founded in 1971 by B. Thomas Golisano with just \$3,000 and a good idea – to make payroll outsourcing easy and affordable for small businesses. From those early days with just one employee, Paychex now has more than 14,000 employees serving more than half a million small- to medium-sized businesses nationwide.

Paychex serves approximately 650,000 payroll clients as of May 31, 2018 across more than 100 locations and pays one out of every 12 American private sector employees. The company offers an ever-growing variety of payroll and human resource products and services that help clients do what they do best — run their business. With a wide range of services — including payroll processing, retirement services, insurance, and a fully outsourced human resource solution — Paychex customizes its offering to the client's business, whether it is small or large, simple or complex.



Paychex has been named to the **Forbes list of Best Employers for Diversity 2018**. Paychex has a genuine commitment to integrating diversity and inclusion into all areas of the business. Hiring the best and brightest talent from various backgrounds is important to the work we do and how we work with our clients. Read the full article [here](#).

### **Realistic Job Preview Program/PAYCHEX Field Rides (available for certain positions)**

Job preview programs allow you to gather more information about the position you are applying for by shadowing people in similar roles. This firsthand observation provides you with an opportunity to ask employees questions to gain a better understanding of whether the job fits your career path or interests.

## Pella Corporation

We Are Pella - We're a window and door industry leader, challenging ourselves to do better every day.



Pella Corporation was recently named by Forbes as one of the best employers in America!

<https://www.pella.com/careers/>

## Pulse Technology

Pulse Technologies brings you [advanced innovation](#) + [engineering](#) + [contract manufacturing](#). Think of it as ideas + execution: the marriage of groundbreaking materials, technologies and processes with full capabilities for outsourced component manufacturing and assembly, from prototype to production. [Read more about us.](#)

We work in cardiac, vascular, orthopedic, spinal and extremity, neurostimulation, and specialty device markets including cochlear and ophthalmic implants, with everyone from R&D directors to supply chain professionals. [Markets and Relationships.](#)

<http://pulsetechnologies.com/>

## Ram Tool Construction Supply Company

**RAM TOOL ON CAMPUS** - Are you interested in learning more about the construction supply industry? Want to know exactly what construction supply means? Are you interested in a career in sales?

We recruit students from universities [across our footprint](#). We have many different locations throughout the Southeast, Mid-Atlantic and Texas and our Recruiting Team would love to meet you!

We visit various universities throughout the year so we can meet students and faculty and share information about our Outside Sales Trainee program as well as the [Outside Sales Internship Program](#). Don't miss the chance to meet us when we are on your campus!

<https://ramtool.com/careers/>

## Saint-Gobain, Norton Abrasives

Here at Norton, we've cared a lot about abrasives for 130 years and counting. We care so that when you need the right sandpaper for your kitchen remodel or the right grinding wheel to streamline production in your plant, we're delivering choices that matter to your workforce, the environment, and your bottom line. We're constantly looking for ways to improve your working conditions and simplify the job by eliminating dust or noise, reducing total costs by increasing the number of parts you can finish in an abrasive application, and considering the ergonomics of the application to improve worker comfort. "Right" means different things for every customer. And, if we don't have the solution you're looking for today, you can count on us to be developing that solution tomorrow.

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<https://www.nortonabrasives.com/en-us/about-norton>



## Shamrock Trading Corporation

*Shamrock Trading Corporation and its subsidiaries are rapidly growing, and offer rewarding career paths in a variety of fields. The family of companies known today as Shamrock Trading Corporation began in 1986 as a freight brokerage serving agricultural and commodity shippers. Over the past three decades, Shamrock has expanded its services to include transportation logistics, financial services, computer software, international trade finance and discount programs for trucking companies.*

*Combined under the Shamrock name, our companies today employ more than 750 people. Since our founding, we have averaged more than 25% in annual revenue growth.*

*In 2014, we celebrated a corporate expansion with the opening of the Shamrock Towers office complex in Overland Park, KS. In 2015, 2016 and 2017, Shamrock was honored to be named one of greater Kansas City's "Best Places to Work" by the Kansas City Business Journal.*

*Strong ethics, dedication to customers and close attention to the marketplace are three factors that have been critical to our success. Despite strong growth, changing market conditions and new lines of business, we have remained true to our core business values.*

<https://www.shamrocktradingcorp.com/page/about-us>

## Sherwin-Williams Company

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*The Sherwin-Williams Company has 3,520 company owned stores in all 50 states, Canada, Mexico and the Caribbean. Sherwin-Williams is the U.S. market leader in distribution and sales of coatings and coating related products. More than 90 percent of the U.S. population lives within a 50-mile radius of a Sherwin-Williams store. Sherwin-Williams has yearly revenues exceeding \$9.5 billion and is ranked among the top U.S. Fortune 400 companies. Established in 1866, the Sherwin-Williams Company is the industry leader in providing top quality coatings and related products to paint contractors, manufacturers, industrial users, and the retail trade. Recognized among Fortune Magazine's "100 Best Companies to Work For" and rated by Forbes.com as one of "America's Top 100 Trustworthy Companies", Sherwin Williams reports that over 90% of placement into managerial and professional sales positions comes from within the Company. We are currently seeking college graduates or soon-to-be college grads for our Management/Sales Trainee program. If you think you've got what it takes to be a troubleshooter, "marketer", trainer, creative problem solver and an all-encompassing leader of the pack, you could be part of the Sherwin-Williams team. To learn more please visit our website. [www.sherwin.com/MTP](http://www.sherwin.com/MTP)*



## SmartSource, Inc.

*SmartSource-Where Culture is King, Coaching is Caring and Learning is Growing!  
At SmartSource, we take pride in providing organizations with top IT talent. To further enhance our competitive edge, we are searching for PASSIONATE, SALES-DRIVEN, GOAL-ORIENTED AND MONEY-MOTIVATED individuals ready to begin a career in recruiting. Through our Associate Recruiter Program, you will be on a fast track to a rewarding career in the staffing industry. This program is a 13-week training program where upon graduation you will become full cycle Technical Recruiter.*

<https://smartsource-inc.com/>

## SummerOne

*SummerOne offers careers in Enterprise Sales. It's time for you to join a company that has literally shaped an entire industry – and is better positioned than anyone to continue to grow, even as that industry evolves. Yes, it's time for you to join SummerOne. We're always looking for people who are passionate about how technology is changing the way people create, store and share ideas. We're looking for people with the drive to move companies forward – and the skills and creativity to make great things happen every day.*

*At SummerOne, we'll give you every opportunity to succeed, along with room to let your ideas shine. It's true: this is an exciting, dynamic company where the sky is the limit. <https://www.sumnerone.com/about/careers>*

## Sunbelt Rentals

*WE EQUIP SUCCESS! We are proud to provide jobs to more than 10,000 team members. Our team is our greatest asset, and though we present a comprehensive equipment offering, our expertise and service are what sets us apart from the competition. Our team is constantly growing, and we are always looking to extend applications for any available job opportunities in the United States or Canada. We empower our team to “get it done” for our customers, and pride ourselves in safety, competitive wages, benefits, investing in our workforce, and providing extensive on-the-job training.*

*As a highly successful international company, we are constantly looking for talented individuals to support our growth. If you are interested in pursuing a career with one of the largest equipment rental companies in the United States and Canada, we invite you to review our opportunities and we would love to hear from you!*

<https://www.sunbeltrentals.com/careers/>

## Swank Motion Pictures, Inc.

*Swank Motion Pictures, Inc. is an international, non-theatrical, film distributor and licensor. Founded in 1937, it is privately owned and operated by the Swank family. It is one of the world's largest non-theatrical distributors of motion pictures for public performance. Based in St. Louis, Swank also maintains a sales office in Paris.*

*Swank represents major Hollywood and independent movie studios to distribute movies licensed for public performance to non-theatrical venues.*

<https://www.swank.com/about-us/join-our-team/>

## TEKsystems

*TEKsystems® Inc. is a leading provider of strategic IT staffing and Global Services for 82% of the Fortune 500. Ranked #1 in the industry by IT Services Business Report for 11 consecutive years, we are the nation's largest IT staffing firm. We leverage our core competencies to offer a wide array of IT services. As a division of our parent company, Allegis Group, TEKsystems® has over 100 offices throughout the United States, Canada and Europe. A three billion dollar company, our best-in-class staffing and project delivery processes, coupled with the core values that guide our company culture, fuel our success.*

<http://www.teksystems.com/>

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## Temperature Service Company

*At Temperature Service Company, we focus on exceeding customer expectations through Service, Planned Maintenance, Replacement or Engineering of Heating, Air Conditioning, Ventilation, Refrigeration & Food Service Equipment. Our customer base is very important to us and our goal is to build a long term relationship based on honesty, confidence and outstanding technical expertise. Our many years of experience ensures our understanding of the many components which make your equipment work.*

<https://www.temperatureservicecompany.com/>

## VelocityEHS

*Grow your career in a dynamic, technology-centered environment. Our team members are passionate about helping customers meet their health, safety and sustainability objectives, and understand our work impacts people's lives in a meaningful way. Industries can vary wildly in their processes, risk profiles and environmental footprints. At the same time, the methods and tools professionals in any industry employ to safeguard employees, control risk and govern resources have a lot in common. The VelocityEHS Platform has been tested against a range of complex challenges in a wide array of industries, and has demonstrated its ability to provide value in every setting.*

<https://www.ehs.com/about-us/>

## Young America Realty

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*Sales internship with training and development.*

*Advance your interpersonal communication, leadership & teamwork. Develop real estate industry experience, advance your understanding of investment property. How many millions of dollars in sales will you put on your resume? <http://www.yarealty.com/about-us/employment>*

## On Campus Sales Internships with Redbird Athletics –

*ISU Athletics is looking to fill a few openings to our sales team for the summer and fall semesters. We are looking to fill our sales team with qualified candidates looking to get their start in professional or collegiate sports sales. Our interns and sales assistant will join our sales team to call on warm leads to offer season, partial season, group, single-game, and corporate ticket options. We have been fortunate to have former interns now working for organizations such as the Chicago Bulls, Northwestern Wildcats, Boise State Broncos, Chicago Wolves, Army Black Knights and more!*

- 1. The **Sales Internship** is an **unpaid opportunity**, but does include extensive training to prepare candidates for their next opportunity. Interns contribute approximately 8-12 hours per week in our sales office plus events and focus primarily on the sale of ticket packages to qualified leads. In addition, our interns will organize at least one targeted group focus.*
- 2. The **Student Sales Assistant** is also unpaid, but **does include a tuition waiver** for reimbursement of up to 15 hours of tuition per semester. This position requires 20 hours per week in the sales office plus events. Sales will also focus on qualified leads, but will also include additional group projects...*

***Bring more copies of your resume than you think you need!***



**PROFESSIONAL  
SALES INSTITUTE**  
*Illinois State University*

