

2010 Career Partners Network



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www.prosurity.com

Prosurity, Inc. has an immediate opening for a select number of enthusiastic and driven individuals to become part of their team. We provide fresh leads daily to our agents so they always have someone to see. The prospective client leads are all pre-qualified and have requested to be contacted to discuss a mortgage protection plan. There is no cold calling!

You will be responsible for customizing protection plans for individuals and families that need coverage in the event of an unexpected tragedy. You will also prepare personalized proposals and meet with potential clients in their homes to tailor a plan specifically for their needs.

Training and Ongoing Support

Prosurity will provide the training you need to become a professional in the insurance industry by teaching you the "Sure" sales system and working one-on-one with you in the field to perfect your sales skills.

Work Schedule

You have the flexibility to create your own schedule. During an average week you will have 10-12 meetings. Your meetings will be set 3-4 days a week and some Saturdays.

Compensation

Prosurity offers a base pay of \$30,000 annually with bonuses up to \$5,000 per month based on individual performance, 401k with company matching, Health insurance, Company car and gas allowance, Paid company trip every year to exotic destinations

Career Advancement

Prosurity offers management opportunities to proven producers.

Qualifications

Ideal candidates for this position will have a 4 year degree, excellent communication skills, a positive attitude and a true desire to help people. Prosurity will teach you everything else you need to succeed.

Join a fun, fast growing company that rewards you with excellent compensation!



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News America Marketing is the nation's leading marketing services company with more than \$1 billion in annual revenue. Our powerful advertising and promotion programs, united under the SmartSource brand name, are relied upon by the country's largest consumer packaged goods manufacturers for an unparalleled consumer reach.

News America Marketing is a subsidiary of News Corporation (www.newscorp.com), one of the world's largest vertically integrated media and entertainment companies home to 20th Century Fox Films, Wall Street Journal, New York Post, and MySpace to name just a few.

Some day to day tasks may include:

- Acting as liaison between clients and internal departments
- Participating in sales calls with your manager
- Handling production materials
- Processing orders and contracts
- Coordinating client presentations
- Analyzing customer data

Our Sales Development Program is arranged to give you maximum learning and earning potential. Account Coordinators start at \$38k with a target bonus of \$2k and are eligible for promotion after 15 months to Account Associate. New Business commissions provide additional earning power. We also offer an impressive benefits package consisting of Medical, Dental, Vision and Life Insurance, 401K, Tuition Reimbursement and of course, paid time off. We also offer an impressive benefits package consisting of Medical, Dental, Vision and Life Insurance, 401K, Tuition Reimbursement and of course, paid time off.

So if you have your sight set on a lucrative sales career with maximum growth potential then News America Marketing is the place for you.



2010 Career Partners Network

www.universitydirectories.com

At University Directories, we provide you with not only the experience but also an opportunity to showcase your talents to our Career Partner Network. This year, we have partnered with 15 outstanding companies. Most will be attending our Career Expo where you will have an opportunity to meet and speak with them. This brochure outlines the companies and their positions as well as their contact information. Make the most of your time at the Career Expo by speaking with the companies and providing them with contact information on how they can reach you in the fall. Remember, this internship is building the foundation for a successful career in any industry. If you have any questions, please contact Yvonne Knutson at yknutson@vilcom.com or April Marty at amarty@vilcom.com.



Paul Epstein

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The New Orleans Hornets are a professional basketball team based in New Orleans, Louisiana. They play in the Southwest Division of the National Basketball Association (NBA). The franchise began play during the 1988-1989 NBA season as the Charlotte Hornets, based in Charlotte, North Carolina, where they were located until the end of the 2001-2002 NBA season. They moved to New Orleans for the 2002-2003 NBA season.

We currently seek people to complete our New Business Development team that have dual passions for a career in sales and in sports. The New Business Development Executive is responsible for growing and retaining an account base through meeting and exceeding individual monthly and yearly revenue goals. This is achieved by effectively prospecting and selling primarily through past ticket buyers and business channels. Furthermore, the New Business Development Executive will exemplify a positive attitude, an eagerness to learn and apply the best industry sales practices, a tremendous work ethic and the desire to assume leadership in our sales culture.

WOLSELEY

Krystle Costigan

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Wolseley is the leading supplier of construction products, materials and services across Europe and North America. We are the world's number one distributor of heating and plumbing products to the professional market, and a leading supplier of building materials and services. With sales of over \$14 billion and around 78,000 employees serving customers through 5,000 branches in 28 countries, we are proud to be the biggest specialist trade distributor in our sector.

Without the best people we cannot succeed. At Wolseley, we don't just help people build homes, factories and countless other facilities. We also help them build careers.

Dayna Blevins

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Enterprise is the largest and fastest growing privately owned automotive rental and leasing company in the U.S. With over 7,000 branch offices worldwide, Enterprise ranks #1 in the Insurance Replacement Market with yearly revenues of over \$10 billion.

Regardless of college major or professional experience, nearly 100% of our full-time employees start out in our Management Training Program. This allows everyone to learn our business from the ground up and understand how they play a significant role in seeing it succeed.

For more information about Enterprise's Management Training program, and to apply online, please visit our website.

2010 Career Partners Network



Matt Stemm

Financial Advisor

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www.edwardjones.com

Edward Jones is unlike any other investment firm. We take a personal approach to business that starts with a face-to-face meeting between a client and a Financial Advisor. We believe that building long-term relationships with our clients and always putting their best interests first are the keys to our success. We currently serve more than 7 million clients through our network of more than 10,000 individual offices, all supported by headquarters locations in the United States, and our affiliates in Canada and the United Kingdom.

We currently seek highly motivated, results-oriented college and university students and graduates to join us as we continue to grow and meet the needs of the long-term individual investor. In the important role of Financial Advisor, you will work independently from your own single-broker, neighborhood office helping clients to achieve their long-term financial goals. We provide all the training you need to become successful as a Financial Advisor, regardless of your major, although a financial background is a plus. All we require is a strong work ethic, a track record of success, the ability to manage yourself, and above all, a conviction that you are the best person in the world to do what's right for clients.



Tamara Welch

SBS Recruiting Team Lead

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Automatic Data Processing, Inc. (Nasdaq: ADP), with nearly \$9 billion in revenues and over 585,000 clients, is one of the world's largest providers of business outsourcing solutions. Leveraging nearly 60 years of experience, ADP offers a wide range of Human Resources, payroll, tax and benefits administration solutions from a single source. ADP's easy-to-use, cost-effective solutions for employers provide superior value to companies of all types and sizes. ADP is also a leading provider of integrated computing solutions to auto, truck, motorcycle, marine and recreational vehicle dealers throughout the world. For more information about ADP visit the company's Web site at www.ADP.com.

As we continue to grow we're looking for individuals who are self-motivated, consultative and enjoy high-energy outside sales. We're on the move and invite you to become part of our dynamic sales team! ADP is an Equal Opportunity/Affirmative Action Employer; M/F/D/V. ADP believes that diversity leads to strength.



Susan Dolan McCarthy

HR Recruiter

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supermedia.com

SuperMedia is a media company with a multi-platform portfolio. We are the official publishers of Verizon Print Directories, Superpages.com and Super Direct Mail.

We provide the most innovative ways of connecting buyers with sellers, making consumers better shoppers, and businesses more successful. We reach millions of homes and businesses, and handle billions of online searches. SuperMedia is a big company with an even bigger future! So go ahead, look us up! You'll find us at www.supermedia.com

Are you paid what you're worth? If you would like to be paid for your performance and rewarded for your hard work, check into our Sales opportunities! Use your record of sales success to begin a fast-paced, exciting, and rewarding career in advertising sales with SuperMedia.



Amanda Williams

National Recruiting Specialist

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Most people start their day by climbing out of bed; our team starts the day by jumping right into them!

We are currently looking for candidates motivated by growth, learning, challenge and advancement opportunity to join our Sales & Management Training Program! By joining the Sales & Management Training Program at Mattress Firm, you may not be joining an industry that would be considered, to many, glamorous. However, you will be entering an environment rich with dedicated focus to your personal and professional development; and you may just be surprised at how rewarding it is to help your customers transform their lives through better sleep!

With our strong commitment to promoting from within our organization, Mattress Firm has developed a participative approach to career development that encourages personal and professional growth in a direction you want and at a pace you can work with. From training on the showroom floor in a direct consumer sales environment to the corporate headquarters, our team delivers opportunities that keep careers fresh and on the go and is committed to providing you with opportunity for you to develop professional selling skills, gain relevant management experience and broaden your business acumen.

We also know all too well that real opportunity requires more than just a great benefits package—it demands true growth opportunity within a professional culture conducive to growth; one where the only limitation is your imagination. Our commitment to teamwork and an enhanced professional selling atmosphere is balanced with a casual environment where friendships are made and successes are rewarded. In the end, when you support our company, we support you. Because by treating you right, we make ourselves better.

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Featured in Inc. Magazine as one of America's fastest growing companies
Ranked by "Staffing Industry Report" as the #1 Fastest Growing Staffing Firm for '06 & '07
Ranked in 2008 and 2009 as Top 100 Largest Staffing Companies in the U.S.
Now hiring ambitious and outgoing college graduates for a career in sales

Compensation and Benefits

- Average compensation 1st year=\$47,000, 2nd year=\$78,000, and 3rd year=\$103,000
- Base salary + commission
- Expense account for company spending; Car and Cell phone allowance
- Full benefits starting your 1st day-Health, Dental and Vision

Position Details

Begin your career as a Recruiter (Training/Developing Program)

- Learn our business from the ground up, promotions are only from within
- No need for an IT (technical) background – thorough on the job training program in place
- Conduct phone screens and personal interviews with qualified IT consultants/contractors for open positions within our Fortune 500 and 1000 company clients
- Assigned a mentor who works with you on career goals and helps you track for a promotion
- Develop sales, relationship, and account management skills within the technical sector (40 billion dollar a year industry)

Promotion to Account Manager Position in an average of 6-8 months

- Be the face of Insight Global, Inc – target specific clientele and market our staffing service as a resource for their hiring needs
- Build and maintain relationships with managers at Fortune 500 and 1000 company clients
- Present our staffing service to managers as a resource for their hiring needs
- Entertain managers at lunch, dinner, sporting events/games, after work cocktails, concerts, etc.
- Un-invasive sales approach. More specifically efforts made to build a lasting business relationship and presenting Insight Global, Inc as an option for staffing needs.

Offices: Atlanta, GA, Raleigh, NC, Charlotte, NC, Parsippany, NJ, Dallas, TX, San Francisco, CA, Philadelphia, PA, Baltimore, MD, Nashville, TN, Denver, CO, Vienna, VA (DC), Houston, TX, Chicago, IL, Ft. Lauderdale, FL, Tampa, FL, Boston, MA, Orange County, CA, San Jose, CA, Seattle, WA, Tampa, FL, Minneapolis, MN, Phoenix, AZ, and Toronto, Canada



Rebecca Kyker
Sales Recruiter
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www.valpak.com

Valpak pioneered local cooperative direct mail in 1968. Today, we have approximately 200 franchisees in North America. We print and mail 19.4 billion coupons a year to nearly 46 million homes each month. **The job:** Helping local business owners take advantage of our proven direct mail advertising system as part of one of the nation's top sales forces.

Income and work life balance: You may have heard "the harder you work, the more money you'll make." At Valpak, we want to help you to develop repeat business instead of working nights and weekends.

Training: Our world class training is designed for the person with no sales experience as well as the seasoned professional. Our top Account Executives have been with us decades - not months.

Flexibility: As a true advertising consultant, you'll be out meeting with business owners - not sitting at a desk.

Career Path: As an Account Executive, you'll have both freedom and income, including opportunities to become a Sales Manager or own your own business as a Valpak Franchisee.

Benefits: Of course! A full range of benefits are provided.

After a successful UD career we want to fly you to Tampa for an interview.

We have sales opportunities across the United States



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GlobalEnglish is an international company with a global perspective and workforce. We're diverse, both culturally and geographically, but we share a common passion for innovation, technology, and, of course, communication. Founded in 1997, GlobalEnglish has become the leading provider of online learning and support for business English communication. We offer a scalable, on-demand solution that helps employees improve their ability to communicate effectively in English and enables companies to succeed in the global marketplace.

Our purpose as a company is to help organizations achieve success by equipping their employees with the business English communication skills necessary to conduct global business. Globalization brings companies, cultures, and commerce together, and we're here to help organizations embrace and profit from this remarkable convergence.

We hire top performers from the UD Summer Internship program for Inside Sales & Support positions based at our headquarters in San Francisco, CA. Base salaries start at \$45,000. Total earnings at 100% of sales plan are \$90,000.

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Rich Klein

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The vision of CBS Collegiate Sports Properties is to maintain our position as the most innovative collegiate and facility sports marketing company in the country. At the heart of innovation is creativity and leadership.

Since its founding in 1984 as Premier Sports, our organization has always been a market leader, not a follower, and that tradition remains alive and well today.

In order to compete for the advertising and sponsorship support that is the very lifeblood of a property-rights holder partnership, the approach must be creative, disciplined, well-resourced, and executed by a team of professionals that understand how to communicate the true value of a relationship with a University or entertainment venue.



Jim Quillen

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Now Hiring Sales Representatives - Catapult Your Sales Career With Paycom

A leader in the recession-proof industry of payroll processing, Paycom has incredible opportunities for degreed professionals to join its high-caliber sales force of hard working, enthusiastic, confident and competitive representatives.

Rewarded with unlimited earning potential and advancement opportunities, this is a dream job with a rock-solid and debt-free company revolutionizing the payroll industry with its cutting-edge technology and client-centered service model.

Full-time Sales Reps are offered an average base salary of \$30,000 to \$40,000 depending on experience. Base salaries can quickly be increased to \$50,000 and \$60,000 by hitting sales goals. There are no ceilings on commissions. Automobile and cell phone allowances are also paid. Average first-year income is \$65,000 to \$95,000 and second year income is typically \$100,000+.

Apply today at paycomjobs.com



Diane Fessenden

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www.unum.com/whyunum

Unum is a Fortune 500 insurance company positioned for strong future growth. Unum is an industry leader driven by the quality of more than 10,000 employees, their experience and their commitment to being the best. As one of the world's leading employee benefits providers, Unum helps protect more than 25 million working people and their families in the event of illness or injury. With the knowledge gained from serving our customers for more than 150 years, Unum keeps its focus on customers and why we're here: Fulfilling the promise of Better Benefits at Work.

Unum products are not marketed through direct sales but through building relationships with other insurance professionals (brokers, financial planners, agents, stockbrokers and consultants). The Unum Sales Consultant is a marketing and technical expert who represents Unum - educating and motivating other professionals to sell Unum products to their clients. We provide Sales Consultant Trainees with an extensive 9 to 12 month training program, Unum University, which is recognized as the best in the industry. During training, our Trainees receive a salary. Upon graduation from training, our Sales Consultants enjoy the unlimited earning potential provided by a 100% commission compensation program, as well as a comprehensive benefits package.

RÉSUMÉ DATABASE

You can submit your résumé now to the UD Résumé Database by following these easy steps:

- Go to www.universitydirectories.com
- Click on "Career Partners"
- Click on "Intern Login"
- Fill out the information and submit. Anytime you want to make changes, follow these steps and update.
- When you are approaching graduation send us an email with your resume and we will forward it on to the Career Partners.