

A few of the most popular SALES placements available through The Philadelphia Center:

Century Associates; Sales Intern: Based in Philadelphia, Century Associates is a nationwide executive search firm that recruits candidates for medical and pharmaceutical sales and marketing positions at all levels. Founded in 1970, Century Associates has grown from a small, regional firm to an international company with 250 affiliates coast to coast and in Europe. Century's extensive experience has given the company several advantages over its competitors -- comprehensive knowledge of the industries it serves; a vast database of qualified candidates; and a proven track record of successful placements in Fortune 1000 multinationals and VC-backed start-ups. Sales Assistant will be responsible for reviewing and inputting resumes; identifying clients and candidates; and speaking with organizations. This is a wonderful opportunity for someone who is interested in the fields of human resources and sales to learn the business from top to bottom. As a member of the Century Associates team, a student will develop strong interpersonal communication skills and learn how to deal with all kinds of people, from sales reps to presidents of organizations. A candidate that is a quick learner will work best in this position.

Comcast-Spectacor; Advertising Sales: Comcast-Spectacor is an established leader in the sports management industry, providing high quality sports and entertainment, as well as two tremendous sports and entertainment facilities, to millions of fans across the country. The Ad Sales Intern responsibilities include the following: development of new concepts for advertising venues at the Wachovia Spectrum/Center; assist Advertising Sales Department staff with various individual projects involving research and design; active participation in brainstorming sessions related to proposed projects; file phone calls and answer inquiries; assist/coordinate special events and promotions; assist in fulfillment and servicing client sponsorship agreements; and perform clerical duties as assigned. Candidates should be college juniors or seniors working for credit and should be highly motivated, outgoing, and creative. Applicants must be willing to get involved in projects with varying degrees of difficulty. Ability to use Word, WordPerfect, PowerPoint, and Lotus 123 preferred. Excellent written and verbal communication skills a must.

Philadelphia Zoological Gardens; PR and Sales Intern: Throughout its history, America's first zoo has played a monumental role in educating the public about exotic animals, promoting and participating in worldwide conservation efforts for endangered wildlife, and providing exceptional recreational opportunities for families. Today the Zoo is reaching new heights in all areas of its mission as a conservation, education and recreation organization. The Zoo is also the Philadelphia region's leading family attraction, welcoming more than a million visitors a year. The Zoo uses all of its unique and compelling features to inspire people of all ages to action and leadership in support of wildlife conservation. PR and Sales Intern will work in the Public Relations and Sales Offices of the nation's first zoo. Opportunities to work on various aspects of public relations and sales in a very large non-profit organization.

Universal Forest Products, Sales Intern: Universal Forest Products is the world's premier supplier of wood and wood alternative products to big box and independent retailers, home builders, manufactured housing producers and industrial markets nationwide. We also provide framing services for the site built sector in many regions of the country. The Retail Service Group functions as the service arm for several of Universals plants in the Northeast and provides direct service for almost 400 big box retail outlets. The Customer Service Representative is responsible for developing and maintaining positive account relationships through functioning as an in-store customer service contact in order to meet customer expectations and increased profits. Your duties may include the following: assist customers with stocking, organizing display materials and supporting product sales; regularly visit stores in accordance with proposed schedules, and resolves store management concerns and problems; inspects product quality and monitors inventory levels; maintains all in-site merchandising and initial set ups; assist in the presentation of product knowledge seminars; assists in resolving accounts receivable problems and opportunities and prepares various reports and maintains records as required. As an intern performing the duties of a Customer Service Representative, resolving issues between big box retailers and UFP Plants you will gain valuable experience in building business relationships; how to effectively evaluate and report on customer complaints, warranty and non-warranty alike; negotiating resolutions for said customer issues; and time management. Individuals interested in pursuing a career in sales will greatly benefit from an internship as a Customer Service Representative for Universal Forest Products in the Northeast. A few of the qualities we look for in applicants for this type of position include, but are not limited to: an outgoing and energetic personality and an ability to pay attention to detail.

Clear communicator, written and verbal.

Philadelphia Phillies; Sales Management Intern: The Philadelphia Phillies are the oldest Major League Baseball team in the United States. No one could have realized it at the time, but when the Phillies were formed in 1883, history was in the making. Now, as the 21st century begins, the Phillies are the oldest, continuous, one-name, one-city franchise in all of professional sports. The new century began with the dawn of a new era as the Phillies reached an agreement with the city to build a new 43,000-seat ballpark (opening April, 2004) in South Philadelphia. The new world-class Citizen's Bank Park offers fans an intimate and exciting experience. One of the many features that fans will enjoy is the Citizens Bank Games of Baseball, a unique entertainment area that provides interactive games for guests. The exterior architecture for the new ballpark - comprised primarily of multiple shades of red brick, precast concrete and granite complemented by the green roofs with a copper patina finish - combines the essence of Philadelphia's rich tradition of sports architecture with an unmistakably 21st century style. Sales Management Intern will be responsible for individual ticket sales, sale of merchandise, attending promotional meetings, and participating in the Phillies Phundamentals program, which teaches inner-city youth about Phillies baseball.

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