

PROFESSIONAL SALES INSTITUTE SALES CAREERS JOB & SALES INTERNSHIP FAIR

THURSDAY - FEBRUARY 16, 2012

BONE STUDENT CENTER – PRAIRIE ROOMS
6:00 – 8:00 P.M.

ALL MAJORS WELCOME
PROFESSIONAL ATTIRE RECOMMENDED



BE SURE AND STOP BY FRITO LAY-PEPSICO'S BOOTH
AND SAY THANK YOU FOR SPONSORING THE REFRESHMENTS
ALONG WITH HEARING ABOUT THEIR EXCITING SALES INTERNSHIPS
AND FULL TIME POSITIONS

ADDITIONAL PARTICIPANT INFORMATION:

WWW.COB.ILSTU.EDU/PROFSALES/CORP_RECRUIT/JOB_FAIR_RECRUIT.SHTML

AND FOR

"MEET THE FIRM" VIDEOS

WWW.COB.ILSTU.EDU/PROFSALES/CORP_RECRUIT/SUPPORTERS/INDEX.SHTML

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.



PROFESSIONAL
SALES INSTITUTE
Illinois State University

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BSC PRAIRIE ROOMS

6:00 – 8:00 P.M.

AAA Chicago Group

The 21st century looks to bring many exciting opportunities and challenges to AAA - Chicago Motor Club and we want you to be a part of it. We have opportunities at all levels within various departments and specialties. AAA - Chicago Motor Club offers a competitive and comprehensive benefit package. Some of our outstanding benefits include 401(k), tuition reimbursement, incentive programs and employee discounts on attraction tickets and vacation.

<http://chicago.aaa.com/careers/723/723.uts>

Automatic Data Processing, Inc. (Nasdaq: ADP)

With about \$10billion in revenues and about 570,000 clients ADP is one of the world's largest providers of business outsourcing solutions. Leveraging over 60 years of experience, ADP offers a wide range of human resource, payroll, tax and benefits administration solutions from a single source. ADP's easy-to-use 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, recreational vehicle, heavy manufacturing, and agricultural vehicle dealers throughout the world.

<http://www.adp.com/careers.aspx>

Aerotek

Since 1983 Aerotek, Inc. has been providing the highest quality technical and professional personnel to a wide range of industries and clients, including 95% of the Fortune 500. Aerotek is a part of Allegis Group, the second largest staffing company in the United States, and sixth largest staffing company in the world. We serve a wide range of technical, professional and industrial staffing markets in the U.S., Canada and Puerto Rico.

www.aerotek.com

Amica Insurance

With more than a century of business know-how to our name, Amica is the oldest mutual insurer of automobiles in the country. We also offer home, marine, personal umbrella liability and life insurance products. Our employees are the key to providing exceptional service to our loyal policyholders.

http://www.amica.com/about_us/aboutUs.html

Anderson Pest Solutions

Anderson Pest Solutions is the largest family-owned pest solutions provider in the Midwest, ranked 32nd largest in the nation, practicing environmentally responsible pest control for almost 100 years. We are committed to delivering world-class client service and reducing or eliminating the use of pesticides in our environment. Anderson services almost 10,000 residences and is an integral partner to more than 40,000 businesses and organizations, from hospitals to pizza parlors. For additional information regarding our organization, please visit our site at

www.AndersonPestSolutions.com

Northwestern Mutual Financial Network — The Scott Carr Group

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

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CDW

CDW is a leading provider of technology solutions for business, education and healthcare. Ranked No. 38 on Forbes' list of America's Largest Private Companies, CDW features dedicated account managers who help customers choose the right technology products and services to meet their needs. The company's solution architects offer expertise in designing customized solutions, while its advanced technology engineers focus include software, network communications, notebooks/mobile devices, data storage, video monitors, desktops, printers and solutions such as virtualization, collaboration, security, mobility, data center optimization and cloud computing. CDW was founded in 1984 and employs more than 6,600 coworkers. For the trailing twelve months ended September 30, 2011, the company generated sales of \$9.4 billion.

www.cdw.com



CIT Group, Inc.

CIT Group, Inc. is a full-line, commercial truck dealership representing Kenworth Truck Company, Volvo Trucks North America, Isuzu Trucks, Prevost Motor Coach, and several commercial trailer lines. The company has been in business for 34 years.

With its corporate headquarters located in Normal, Illinois, the company operates six full-line dealerships throughout Illinois, eastern Missouri, and northwest Indiana. The company generates annual sales in excess of \$180 million dollars.

In 2008, Kenworth Truck Company honored CIT Group, Inc. with its North American Customer Support Dealer of the Year Award. CIT Group, Inc. is seeking candidates for job openings in its Truck Sales and Leasing Departments, Parts Department Management Trainee Program, and Retail Finance Department. In addition, the company is looking to fill positions for Staff Accountant and Marketing Internship candidates.

www.citrucks.com

CH Robinson Worldwide, Inc.

CH Robinson is one of the largest third party logistics (3PL) companies in the world with operations in the United States, Canada, Mexico, Europe, Asia, and South America.

Simply put, we help our customers ship their products around the world, managing the transportation and logistics of all kinds of cargo from electronics to automobile parts to fresh produce. Our customers include the people who supply raw materials and products (growers and manufacturers), the people who ship them (carriers), and the people who sell them (retail and grocery markets). We also provide our customers with valuable services and resources that drive efficiency into their systems and processes. The items that you purchase and consume every day are a direct result of the supply chain that we've helped keep in motion for the past 100 years.

www.chrobinson.com

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Coca-Cola

Coca-Cola Refreshments is the sales and operational elements of The Coca-Cola Company's North American businesses. Coca-Cola Refreshments USA, Inc. ("CCR") and Coca-Cola Refreshments Canada Company, are wholly-owned subsidiaries of The Coca-Cola Company.

The Account Manager is the primary Coca-Cola contact between the large or small store customers and is responsible for customer relationships along with increasing business by selling and ordering products within his or her sales territory.

http://www.thecoca-colacompany.com/careers/careers_north_america.html

Edward Don & Co.

Edward Don and Company, a family-owned business since 1921, is the nation's leading distributor of foodservice equipment and supplies. Don combines extensive inventory, technological expertise and dedication to excellence to bring its customers the products they need when they need them.

Its product line ranges from fine china, flatware, glassware and buffet items, to heavy equipment, including ovens, ranges and refrigerators. Don also carries a complete line of sanitation and maintenance products along with paper and disposables needs.

When it comes to service, Edward Don delivers! With more than 350 dedicated sales representatives averaging 10 years of industry experience, Don is the expert at supplying any foodservice operation. With a fleet of 100 delivery trucks and the most efficient transportation system in the industry, we deliver the product when it's needed..

www.don.com



Enterprise Rent-A-Car

Enterprise Rent-A-Car is the largest rental car company in North America with 7.4 Billion in revenue and over 57,000 employees. Our growth rate is such that we continue to open a new office every business day. Enterprise is currently ranked #15 on the Forbes "Largest Private Companies in America" list and ranks #1 on the Black Collegian magazines' list of "Top 100 Employers of College Graduates." We are proud to have been named a Top Entry Level job by the Princeton Review. We promote 100% from within based on performance only.

www.eric.com

Fastenal

Fastenal was founded in 1967 in Winona, MN by company Chairman, Bob Kierlin. From this beginning, Fastenal has expanded to become the fastest growing full-line industrial distributor, and is now the largest fastener distributor in the nation. Our service-oriented business network currently includes an in-house Manufacturing Division, a product Quality Assurance and Engineering Department, a strategic system of 12 Distribution Centers in the U.S., a fleet of over 275 company-owned semi-trucks and trailers and over 2,160 Store sites in all 50 states, Canada, Mexico, the Dominican Republic, Puerto Rico, Singapore, Europe, and China.

www.fastenal.com

Federated Mutual Insurance

Federated Insurance company is the 5th largest mutual Insurance company receiving A! AM Best Rating and recommended by over 375 National and State Trade Associations. Utilizing a niche marketing strategy, we specialize in twelve markets of business insurance. We offer a ten-month intensive training program leading to a career opportunity as a marketing representative.

www.fedins.com

First Investors Corporation

Bringing Wall Street to Main Street, the company is committed to setting the standard for excellence in the financial services industry. It puts the needs and goals of its clients first and prides itself on the quality of its people. First Investors emphasizes building personal relationships with clients and offers an extensive training program to provide tools necessary to build a successful business.

www.firstinvestors.com

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Frito-Lay PepsiCo

Frito Lay, a unit of PepsiCo is the world's leader in the snack food industry, employs 35,000 sales representatives worldwide and has been recognized by Fortune Magazine as one of America's Most Admired Companies. The company consists of Frito-Lay North America, PepsiCo Beverages North America, PepsiCo International and Quaker Foods North America. PepsiCo brands are available in nearly 200 countries and territories and generate sales at the retail level of about \$92 billion.

www.fritolay.com

The HON Company

Inspired by practicality and invested in understanding the needs of its customers, The HON Company strives to establish meaningful connections resulting in product solutions and customer support that exceed market demands. As a leading designer and manufacturer of workplace furniture including chairs, storage, panel systems, tables and desks, HON's commitment to serving its customers is rooted in reliable performance and a member culture that is approachable, confident, smart and ready to serve. Headquartered in Muscatine, Iowa, The HON Company has numerous manufacturing facilities strategically located throughout the United States, and markets its products through a nationwide network of loyal dealers and retailers. The HON Company is an operating company of HNI Corporation (formerly HON INDUSTRIES). For more information,

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

Konica Minolta

Under our management philosophy, "The Creation of New Value," Konica Minolta has developed businesses and strived to be a corporation that continues to create inspiring products and services in the field of imaging, as well as a global corporation that leads the market with advanced technologies and reliability.

We offer high-quality services and solutions, along with a wide variety of product groups combining our four core technologies: materials, optics, nano-fabrication and imaging. We operate in sectors ranging from business technologies, where our products are typified by MFPs (multi-functional peripherals), and optics, where our products include pickup lenses for optical disks, and TAC film, a key material used in LCD panels, to healthcare, where we make digital X-ray diagnostic imaging systems, and measuring instruments, where we support various industries through our proprietary optical sensing technology, among other things.

<http://www.konicaminolta.com/about/corporate/message.html>

Landsberg Amcor

Landsberg is a one-stop source for packaging, janitorial and shipping supplies. From our packaging design services to our ISO 9001:2008 Quality Management Systems, JIT and fulfillment services, we continue to demonstrate to you, the customer, the level of service you desire.

<http://landsberg.com/>

Liberty Mutual

"Helping people live safer, more secure lives" since 1912, Boston-based Liberty Mutual Group is a diversified global insurer and third largest property and casualty insurer in the U.S. based on A.M. Best Company's report of 2010 net written premium. The Group also ranks 82nd on the Fortune 100 list of largest corporations in the U.S. based on the 2010 revenue. As of December 31, 2010, Liberty Mutual Group had \$112.4 billion in consolidated assets, \$95.4 billion in consolidated liabilities, and \$33.2 billion in annual consolidated revenue based on 2010 revenue. Liberty Mutual offers a wide range of insurance products and services, including personal automobile, homeowners, workers compensation, property, commercial automobile, general liability, global specialty, group disability, reinsurance and surety. Liberty Mutual Group employs over 45,000 people in more than 900 offices throughout the world.

www.libertymutual.com

Northwestern Mutual Financial Network — The McClure Group

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

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MSDSonline®

MSDSonline® develops unique on-demand Web products and services that make it easier for our clients to access, manage and deploy Material Safety Data Sheets (MSDS's). We provide our clients with an easy, centralized and cost-effective alternative for building, maintaining and deploying an electronic library of MSDS documents—thus eliminating the need to sift through paper binders or filing cabinets, call suppliers and then wait for emails or faxes, or search hundreds of manufacturer websites.

MSDSonline was named in Inc. Magazine's fastest growing privately held companies in America 2007 through 2011. According to the Inc. reviewers, these entrepreneurial companies represent the backbone of the US economy. Founded in 1996 and based in downtown Chicago, this venture capital backed company offers a fun and energetic environment. We offer challenging work that recognizes and rewards top players.

www.msdonline.com

Navistar, Inc.

Navistar International Corporation products, parts, and services worth over \$12B are sold through a network of nearly 1,000 dealer outlets in the United States, Canada, Brazil, and Mexico and more than 60 dealers in 90 countries throughout the world. The company also provides financing for its customers and distributors principally through its wholly owned subsidiary.

Navistar International Corporation (formerly International Harvester Company) is a United States-based holding company which owns the manufacturer of International brand commercial trucks, MaxxForce brand diesel engines, IC Bus school and commercial buses, Workhorse brand chassis for motor homes and step vans, and is a private label designer and manufacturer of diesel engines for the pickup truck, van and SUV markets. The company is also a provider of truck and diesel engine parts and service..

<http://www.navistar.com/Navistar/>

Prudential

Businesses: Life Insurance, Annuities, Retirement-related Services, Mutual Funds, Investment Management, Real Estate Services. **Assets Under Management:** \$690 billion (as of 06/30/2010). **Employees Worldwide:** Approximately 38,000 (as of December 31, 2009) in 37 countries and territories (we are known as Primerica in some non-U.S. markets). **Brand Symbol:** Our Rock, inspired by the Rock of Gibraltar, represents our relevance, expertise, and strength.. **Founded:** 1875 by John Fairfield Dryden. Newark, New Jersey
www.prudential.com

TEKsystems

TEKsystems, a subsidiary of staffing giant Allegis, provides IT consulting and staffing services from locations in North America and Europe. TEKsystems® is the nation's leading technology staffing and services company. Combining a proven track record of superior performance, a quality-focused approach to service delivery, and the highest-caliber technical professionals in the market, TEKsystems helps our clients successfully plan, build, and run their critical technology initiatives. Considered one of the nation's largest IT staffing firms, the company places more than 10,000 technical professionals each week, who work in a variety of fields including biotechnology, telecommunications, and construction and engineering. Our capabilities include IT and communications staff augmentation and direct placement services; managed, project-based, and outsourced applications and infrastructure services; and education services. TEKsystems has some 90 offices serving more than 5,500 clients. In addition, the company runs the thingamajob.com website, which is an online job board for technical staff. <http://www.teksystems.com/>

STAND OUT



AMA

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Sherwin Williams Company

The Sherwin-Williams Company has more than 2,600 company-owned stores in 50 states, Canada, Mexico and is the U.S. market leader in distribution and sales of coatings and coating-related products. Sherwin-Williams has yearly revenues exceeding \$6 billion and is ranked among the top U.S. Fortune 400 companies, while setting standards of excellence within the coatings industry. 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 positions comes from within the Company. Seeking new or soon-to-be college grads for our Manager Trainee Program/Entry-Level Sales Reps. www.sherwin-williams.com

Sprint

Sprint is a consistent leader in new technologies and the multitude of related career opportunities. At Sprint, you can be part of a diverse, creative and talented team of employees. We're always looking for motivated people who share our goals and commitment to excellence. Sprint has been named by FORTUNE magazine as one of the top 20 Great Employers for New Grads. BUSINESS WEEK has recognized Sprint among the "Best Places to Launch a Career." <http://careers.sprint.com/>

Sullivan & Associates

At Sullivan & Associates we encourage our clients to expect more. More attention to what makes your company unique. More assistance with the expected and the unexpected. More access to current information and resources. More assurance that policies, procedures and practices are complete, coordinated and compliant.

Our 30 year history and the fact that we are an independent agency has allowed us to develop strong relationships with a manifold of financially sound insurance carriers. We help clients manage their property and casualty risks, employee benefits, professional liability, and other areas of unique exposure. Additionally, we offer a full range of personal insurance products and services. While the insurance process is rarely simple, at Sullivan & Associates, we're doing everything we can to make it less complicated.

<http://www.sullivan-agency.com/>

US Foods

As one of America's top 10 largest private companies, we offer talented professionals outstanding opportunities for personal and professional development. We maintain a strong focus on growth in a high-performance environment. That means your work will be challenging and rewarding. We conduct business in a highly ethical manner and maintain an unwavering commitment to operational excellence, safety, and environmental responsibility. As important, we encourage collaboration and value each member of our diverse and talented team.

[US Foods - Careers](#)

Verizon Wireless

It's a brave new world. And you get to tap into it. A world that is connected in more ways than ever before. A world that is empowered by communications. Empowering people to live fulfilling lives.

It's a world that moves faster than ever before. And as one of our team members, you'll move with it by helping to deliver innovative communications, information, and entertainment that redefine the scope of technology. Working on our voice, video, and data products means that you are tapped into a company that owns and operates one of the most expansive IP backbone networks in the world.

We cover it all. And we're just waiting for your energy to propel us forward on the journey.

http://www22.verizon.com/jobs/whoweare_ourcompany.html

The logo for SMSA, consisting of the letters 'SMSA' in a bold, white, sans-serif font, set against a black rectangular background. This logo is centered within a larger red rectangular area.

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West Point Financial Group

Established in 1906, MassMutual's agency in central Illinois enjoys a long and well-recognized tradition of excellence in providing financial services to communities within our territory. We serve over 12,000 clients in the state of Illinois with the primary objective of helping to achieve financial freedom in a complex and constantly changing world. Our team of professionals have combined experience in financial and retirement services, estate planning, annuities, charitable giving, business insurance, executive compensation and employee benefits.

[MassMutual General Agency | Life Insurance and Retirement Services](#)

Windy City Wire

Since 1994, Windy City Wire has been leading the way with innovative cable management products and services. One example of this innovation is our flagship product "SmartWire™," the low-voltage wire and cable product, which has been saving Security, Access Control, CCTV, Fire Alarm and Home Automation Contractors time and money on installations and service calls for years.

SmartWire cable management is just one of many elements that comprise the Windy City Wire difference. As you review our literature, you will see multiple examples of how we add value not only to the wire, cable and products that you purchase but also to the full spectrum of processes that make up your orders. We provide a level of service and care unmatched by any other supplier in the industry.

www.smartwire.com



***Be sure and stop by Frito Lay—
PepsiCo's booth
and say thank you
for sponsoring the refreshments
along with hearing about their
exciting Sales Internships and
Full Time positions***

Important Dates for Upcoming Student events

Jan. 25th Distinguished Speaker Series Event (DSS)
SFH 357 & 366

Feb. 15th Distinguished Speaker Series Event (DSS)
SFH 357 & 366

Feb. 16th Spring semester PSI Career fair,
for Internships & Full time,
6 to 8pm (BSC Prairie rooms)

March 7th Distinguished Speaker Series Event (DSS)
SFH 357 & 366

April 20th 6pm to 9pm
2012's Marketing Department Awards banquet
Location to be announced

April 25th 5:30pm to 7:00pm
2013's sales students' rehearsal for
3rd Annual Networking & Golf event
SFH LL Atrium

April 25th 7:00pm to 8:00pm
USCA Certification Awards presentation to
May graduating students – SFH 412
Great pizza will be served...



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