

Spring 2016 Guest Speakers for Professor Pelham's Classes

VISITORS WELCOME

Wednesday 2/3 at 5:30pm in BB 105, **George Guhr**, a TCNJ alumni who took Professor Pelham's sales class and who manages a team of account executives at a software consultancy company, will discuss his career progression and offer advice on career planning.

Friday, 2/5 at 1:30pm in BB 106, **Matt Nugent**, a TCNJ alumni who took Professor Pelham's sales class and who competed in PSE competitions, will discuss his career and career preparation. He will offer advice on preparation for careers and career choices and demonstrate how a medical SaaS tech startup conducts the entire sales process online, from demo to contract signing.

Tuesday 2/9 at 11am in BB 105 and 1:30pm in BB106, **Scarla Gilbert**, a recruiter for Xerox Corporation (Sales Transformation and Learning) will discuss the role of Xerox in the information technology industry, career opportunities, and the nature of the sales force in her industry.

Wednesday 2/10 at 5:30pm in BB 105, **Kimberly Helmle**, Talent Acquisition Specialist for Enterprise (Rent-a-Car), will discuss the internship opportunities, career opportunities, selling in her company, and the criteria for candidates.

Tuesday 2/16 at 11am in BB 105 and 1:30pm in BB 106, **Jennifer Ward**, Northeast Recruiter for Ferguson Distributing will discuss the nature of selling as an industrial distributor, principal/customer relations management, and other career opportunities.

Friday, 2/26 at 1:30pm in BB 106, **Patrick Holder**, from Paycom, a payroll processing firm and competitor to ADP will talk about his firm and its industry, opportunities, attributes sought from candidates, and how salespeople sell the firm's services. As an HR executive, he will offer advice on interviewing and career preparation.

Tuesday, 3/1 at 1:30pm in BB 106 and Wednesday 3/2 at 5:30pm in BB 105, **Nick DeLorenzo**, a financial advisor from Northwest Mutual Insurance, will discuss internships, careers, and opportunities at his firm as well as the attributes necessary for success in his industry.

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Tuesday, 3/8 at 1:30pm in BB 106 and Wednesday 3/9 at 5:30pm in BB 105, **Steve Cucinelli**, Vice President of Agency Growth and Development for International Planning Alliance will discuss career opportunities in financial services sales, full time/internship opportunities at his firm, selling skills/methods, and key characteristics of successful financial services salespeople.

Friday, 3/11 at 11am in BB 106 and 1:30pm in BB 106, **Taylor Teresi**, Software Client Leader for IBM will discuss IBM's role in the IT industry, their career opportunities, and the nature of marketing and sales at IBM.

Tuesday, 3/22 at 1:30pm in BB 106, **Dave Westphal**, District Manager for Federated Insurance will take over Professor Pelham's Professional Selling class to speak on the nature of selling business line insurance, such as property and casualty insurance, to business owners. He will discuss the nature of business to business marketing including outsourced services, the role of distributors and opportunities in his firm, and offer career and interviewing advice.

Wednesday 3/23 at 5:30pm in BB 105 **Christopher D. Mehlfelder**, Industry Segment Manager for UPS will discuss the logistics industry, career opportunities, nature of selling to customers in that industry, and offer advice on successful sales techniques.

Friday, 3/25 at 11am in BB 106 and 1:30pm in BB 106, **Chris Ciulla**, Modis Managing Director for NJ, will discuss the nature of recruiting and selling in his firm as well as principles of effective selling. He will also address the trend in outsourcing of human relations tasks such as recruiting as well as the skills necessary to be a good recruiter and a good account executive.

Friday, 4/1 at 11am in BB 106 and 1:30pm in BB 106, **Mike Greenstreet**, recruiting manager for TekSystems will discuss selling staffing services to their clients, what recruiters do to attract qualified individuals, attributes of successful salespeople at their firm, and provide advice on resume writing, interviewing, and using LinkedIn. TekSystems recruits technical personnel for their clients.