



Interviews

**March 11**

RBUS Room 360

Sign up on Symplicity

Resume submission starts on  
February 10

Resume submission ends on  
February 26

**March 11, 2008**

# standout.



## how do you standout?

Advanced Sales Training | Career Partner Network | 12-Week Paid Internship | Success

**Do Yourself A Favor.**

Apply for an internship where you will build a foundation for your professional future while developing a business skill-set transferable to any career field. University Directories offers a hands-on Summer program where you can plan and execute your own success with the guidance of experienced sales managers. You will be creating individual solutions for businesses and networking with motivated students across the nation just like you!

**Apply Online Today**  
[www.UniversityDirectories.com](http://www.UniversityDirectories.com)

**Position Available**

Paid Summer Sales/Marketing

**Opportunity Type**

Full Time

**Start Date**

May 14, 2008

**Contact Information**

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Regional Manager  
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**Application Method**

Submit resume by email and apply on company website [[www.universitydirectories.com](http://www.universitydirectories.com)]

**Internship Description**

University Directories is the nation's largest publisher of official campus publications. Since 1974, we have provided thousands of students with an excellent way to build their resumes and jumpstart their careers in sales, marketing, advertising, public relations, liberal arts, and business.

Our summer work program begins with an extensive weeklong training program in Chapel Hill, NC. This nationally recognized training program is the largest of its kind, where over 700 students from across the country come together to learn a broad range of valuable skills from sales fundamentals to effective communication. University Directories provides transportation to and from training, along with housing and meals. At training, Fortune 500 companies such as Victory Pharma, Ameriprise, Edward Jones, ClearChannel Communications, and ADP recruit and present to this select group of student workers.

Following our comprehensive training program, students return to their assigned college or university, and are responsible for prospecting, developing marketing plans, and interacting with businesses to present advertising opportunities. The opportunity to travel and work in other college markets is available.

Experience you will gain:

- Successful Team-Building skills
- Effective Sales Presentations
- Advertising and Marketing Strategy
- How to build Professional Business Relationships
- Time and Territory Management
- Effective Business-to-Business Communication skills
- Business Ethics
- Excellent Networking Opportunities at Training and in the field (Fortune 500 companies recruit from our internship program.)
- An understanding of how to Interact with Businesses from the Local to Corporate Levels
- Assisting Advertisers in Constructing Effective Advertisements

NOTE:

- School credit is available
- This is a paid internship

**Company Description**

University Directories is the leading producer of campus publications in the country. With over 30 years of collegiate publishing experience University Directories leads the nation in publishing of college directories, student day planners, and schedule of classes. We currently work with over 250 universities and colleges, annually providing over 700 students with the opportunity to gain real-world experience in sales, marketing, and communications.

**Locations**

Boston, MA; Burlington, VT; Philadelphia, PA; Portland, ME; Providence, RI; also available in various cities Nationwide please ask for a list of other areas.

**Compensation**

\$1,500 + Commission

**Job Status**

Full-time

**Job Function**

Marketing, Sales

**Cover Letter**

No

**Student Status**

Freshman, Sophomore, Junior, Senior

**Majors**

All