Psychologists agree that the best remedy for feeling helpless is to take control of things that you can control. So, make positive use of the unexpected break that Covid-19 has provided! Impress your employers by taking an online course at UCI Division of Continuing Education, in partnership with Virtanza.

1. Any profession requires you to analyze information, develop solutions, give quality presentations, and convince others to act through your storytelling. You can call it sales, or you can call it life.

2. Improve your use of remote technology tools to make the future of business happen. Professional Sales Readiness uses Zoom video conferencing and integrates MS Word and PowerPoint the way employers do to collaborate and transact business remotely.

3. Your inborn sales talent is just waiting to come out. The course begins with a Fortune 500 sales assessment that will reveal your special talents and show how your strengths match 13 different types of sales roles.

4. When employers re-staff, they’ll prioritize hiring people who can bring in revenue. There are currently over 142,000 sales job vacancies in California alone. Learn business development, customer relations, and consultative selling that will give you a competitive edge.

5. Add even more to your expanding technical toolkit with an introduction to social media prospecting and to Salesforce for pipeline management.

6. Discover personal branding techniques so your online profile, resumes and cover letters will always showcase your skills and talents to your best advantage.

7. Job coaches will give you career counseling and prepare you for introductions to employers in their networks. These companies have real, live job vacancies they are desperate to fill, including many virtual roles requiring strong remote technology skills.

8. Your Virtanza coaches can help get you into a higher-paying career. They’ll help you demonstrate to employers why they should hire you by giving candid resume advice and expert interviewing practice.

9. The course is cost effective at $785. It’s a sensible, affordable investment in a better future for you and your family.

10. Learn more at ce.uci.edu/profsales

“NO MATTER WHAT PRODUCTS, SERVICES OR IDEAS YOU PITCH OR WHAT CLIENTS YOU SERVE, SALES READINESS IS KEY TO YOUR COMPANY AND YOUR PERSONAL SUCCESS.”

- Stephane Muller, Ed.D.
  Director of Business & Technology Programs, UCI Division of Continuing Education