

Marketing (Professional Sales), BS


BAMKTPSBS

Program description

The W. P. Carey School of Business BS program in marketing with a concentration in professional sales is designed for undergraduate marketing students who are interested in pursuing the many opportunities in professional sales.

The curriculum includes courses in professional sales as well as sales management and consumer behavior, and an internship in sales is required.

At a glance

- **College/School:** [W. P. Carey School of Business](#)
- **Location:** [Tempe](#) or [Online, ASU Local](#)
- **Second language requirement:** No
- **First required math course:** MAT 210 - Brief Calculus
- **Math intensity:** Moderate 

Required courses (Major Map)

[2024 - 2025 Major Map](#)

[Major Map \(Archives\)](#)

Concurrent program options

Students pursuing concurrent degrees (also known as a "double major") earn two distinct degrees and receive two diplomas. Working with their academic advisors, students can create their own concurrent degree combination. Some combinations are not possible due to high levels of overlap in curriculum.

Accelerated program options

This program allows students to obtain both a bachelor's and master's degree in as little as five years. It is offered as an [accelerated bachelor's plus master's degree](#) with:

[Global Management \(Creative Industries and Design Thinking\), MGM](#)

[Global Management \(Data Science\), MGM](#)

[Global Management \(Digital Audience Strategy\), MGM](#)

[Global Management \(Global Affairs\), MGM](#)

[Global Management \(Global Business\), MGM](#)

[Global Management \(Global Development and Innovation\), MGM](#)

[Global Management \(Global Digital Transformation\), MGM](#)

[Global Management \(Global Entrepreneurship\), MGM](#)

[Global Management \(Global Health Care Delivery\), MGM](#)

[Global Management \(Global Legal Studies\), MGM](#)

[Global Management \(Nonprofit Leadership and Management\), MGM](#)

[Global Management \(Public Administration\), MGM](#)

[Global Management \(Public Policy\), MGM](#)

[Global Management \(Sustainability Solutions\), MGM](#)

[Global Management \(Sustainable Tourism\), MGM](#)

[Global Management, MGM](#)

Acceptance to the graduate program requires a separate application. Students typically receive approval to pursue the accelerated master's during the junior year of their bachelor's degree program. Interested students can learn about eligibility requirements and [how to apply](#).

Admission requirements

General university admission requirements:

All students are required to meet general university admission requirements.

[First-year](#) | [Transfer](#) | [International](#) | [Readmission](#)

Additional requirements:

First-year admission requirements: 1230 SAT Reasoning or 25 ACT score, **or** graduated in the top 8% of high school class, **or** have an overall high school GPA of 3.40 in ASU competency courses (scale is 4.00 = "A").

First-year applicants should select an additional major when applying for admission. Additional choices may include any of the W. P. Carey business BA programs or any other degree program outside of the W. P. Carey School of Business. Students who are not admissible to a W. P. Carey business BS major and who did not select a second major or are not admissible to their second major choice are placed in a business Bachelor of Arts program in the W. P. Carey School of Business.

Readmission requirements: Students must meet first-year admission requirements by way of high school GPA, test score or class rank and must have a transfer GPA of 3.00 (if applicable) and a cumulative ASU GPA of 3.00.

Transfer admission requirements:

Transfer admission requirements (30 or more credit hours after high school): transfer GPA of 3.00 and one of the following: 1160 (prior to March 2016) or 1230 SAT Reasoning (after March 2016) or 25 ACT score, **or** graduated in the top 8% of high school class, **or** have an overall high school GPA of 3.40 in ASU competency courses (scale is 4.00 = "A").

Transfer students should select an additional major when applying for admission. Additional choices may include any of the school's BA programs or any other business or other degree program outside the W. P. Carey School of Business.

Students who are admissible to the university but do not meet admission requirements for this program and did not select a second major or are not admissible to their second major choice will be placed in a Bachelor of Arts program in the W. P. Carey School of Business. Students not interested in the program or campus location may reach out to wpcareyug@asu.edu for assistance selecting another degree program.

Tuition information

When it comes to paying for higher education, everyone's situation is different. Students can learn about [ASU tuition and financial aid](#) options to find out which will work best for them.

Change of Major Requirements

Students should refer to the [W. P. Carey School of Business](#) website to determine if they meet change of major requirements. Students ready to change their major should submit their request through the school's [advising website](#).

Students should visit the [Change of Major form](#) for information about how to change a major to this program.

Attend online

ASU Online

ASU offers this program in an online format with multiple enrollment sessions throughout the year. Applicants may [view the program's ASU Online page](#) for program descriptions and to request more information.

ASU Local

It is now possible to earn an ASU degree with [ASU Local](#), an integrated college experience in which students take advantage of in-person success coaching and programming experiences on site while completing one of 130+ undergraduate online degree programs, all of which come with online faculty interaction and tutoring support.

Transfer options

ASU is committed to helping students thrive by offering tools that allow personalization of the transfer path to ASU. Students may use [MyPath2ASU®](#) to outline a list of recommended courses to take prior to transfer.

ASU has [transfer partnerships](#) in Arizona and across the country to create a simplified transfer experience for students. These pathway programs include exclusive benefits, tools and resources, and they help students save time and money in their college journey.

Global opportunities

Global experience

As globalization continues to impact the way the world lives and works, international experiences have become vital to a successful career for marketing majors. Through any of the over 300 available [Global Education programs](#), students can gain valuable skills employers are looking for: communication and interpersonal skills, flexibility, motivation and a real-life perspective on business applications worldwide. Understanding how cultural norms and values impact the marketing of goods and services in an international context will make graduates a valuable contributor to many marketing careers.

The W. P. Carey School of Business recommends [these programs](#) for students majoring in marketing.

Career opportunities

The number of employers interested in hiring professionals for sales roles far exceeds the number of students who are pursuing career opportunities in sales.

Graduates are prepared for careers in account management across a variety of industries in the business-to-business and consumer products domains.

Example job titles and salaries listed below are not necessarily entry level, and students should take into consideration how years of experience and geographical location may affect pay scales. Some jobs also may require advanced degrees, certifications or state-specific licensure.

Career	*Growth	*Median salary
<u>Advertising Sales Representative</u>		\$58,450
<u>Inside Sales Representative</u>	3.7%	\$97,710
<u>Market Research Analyst</u> ☀	13.4%	\$68,230
<u>Marketing Associate</u>	1.9%	\$127,830
<u>Marketing Manager</u> ☀	6.6%	\$140,040
<u>Merchandise</u>		\$67,620
<u>Sales Associate</u> ☀	4.5%	\$44,120
<u>Sales Manager</u>	4.0%	\$130,600
<u>Store Manager</u> ☀		\$45,250

* Data obtained from the Occupational Information Network (O*NET) under sponsorship of the U.S. Department of Labor/Employment and Training Administration (USDOL/ETA).

☀ Bright Outlook

Contact information

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