Sales Training

For an international Intern/Trainee with an educational or professional background in sales, an American internship in sales will provide you with valuable international experience and new skills for your future.

Since you are interested in pursuing an internship in this field, CIEE would like to share with you guidelines for your program, including specific limitations on some tasks.

Please see below CIEE's specific guidelines and requirements for sales training programs.

TRAINING PLAN GUIDELINES

Sales training tasks that **CIEE can accept**:

- Budgeting
- Forecasting
- Sales analyses
- Presentation creation
- Client presentations under supervision
- Learning how to pitch sales
- Learning how to close sales
- Conducting warm sales calls
- Client management
- Order tracking and inventory
- Learning sales management tools
- Attending client meetings

Sales training tasks that **CIEE cannot accept for any period for time**:

- Commission sales
- Sales quotas as part of evaluations and/or compensation
- Cold calls
- Direct sales/marketing to customers/clients
- Independent representation of Host Organization on sales calls
- Canvassing or in-person campaigns
- Soliciting donations
- Hosting a stand or booth (for example at a convention or in a store)

Please note that an **Intern/Trainee with a training in sales** must always be accompanied by a supervisor on off-site sales calls. Overall, sales training must be at a high level so that the Intern/Trainee learns about the sales process rather than simply about making sales.

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