



Career Week 2008

Something for Everyone!

Careers in Sales

The Marquette University Career Services Center strives to assist all students and alumni in discerning, developing, and pursuing meaningful traditional and non-traditional career paths.

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Thank you to our panelists and their respective employing organizations.

Panelist One

Jessica Karis, Senior Recruiter
Holter Financial Group of Northwestern Mutual
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Jessica Karis is the Senior Recruiter for Northwestern Mutual Financial Network – The Holter Financial Group. As Senior Recruiter, Jessica oversees the recruiting team that consists of another recruiter, recruiting coordinator and recruiting intern. The Holter Financial Group recruiting team plays an active role in recruiting and developing 6 of Northwestern Mutual’s office in the Milwaukee area. Jessica joined Northwestern Mutual as a Financial Representative Intern in 2004, while she was a student attending the University of Wisconsin-La Crosse. Jessica graduated with a Bachelor of Science with majors in Business Management and Communication Studies with an emphasis on Organizational Communication and Public Relations. Jessica’s biggest career successes have been getting her picture in TIME Magazine during her internship, being invited to join the Holter Financial Group Management Team this past October as well as being invited to be a presenter at a recruiting academy at the Home Office for Northwestern Mutual recruiters from all around the country. Jessica’s biggest career challenges have been learning how to say no and taking on too many projects at once.

Panelist Two

Sherry Reiter, Sales Training Manager

Rockwell Automation

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In 1996 I completed my B.S. in Mechanical Engineering at University of Wisconsin-Milwaukee. At that time I had been an intern at the Allen-Bradley Company which then became Rockwell Automation. I accepted a full time role to enter a training program for field service engineers. I spent 4 years as a field service engineer with a technical focus in servo motion systems. I then took a job as a sales support person where I was responsible for developing proposals and managing engineering projects at Rockwell's customers. I then moved into several roles within sales engineering where I really enjoy working with Rockwell Automation's customers and helping them solve their business problems. In 2005, I assumed the role of Sales Training Manager, where I recruit, hire, and train our entry level sales engineers and manage our sales training programs for all of our sales engineers in North and South America.

Panelist Three

John Weber, Sales Manager

Direct Supply

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I attended Waukesha West for High School and then attended the University of Wisconsin Waukesha for three years where I obtained my Associates Degree. I then Attended the University of Milwaukee where I obtained my bachelors double majoring in Political Science and Sociology. While attending all of these schools I worked at a quick lube care maintenance shop averaging more than 30 hours a week. I worked my way up at this company and started a new position as Fleet Director where I trained more than 50 stores on the fleet program and worked to maintain and gain fleet accounts. I was looking for a new challenge after more than 7 years in the automotive industry so I then started looking in the healthcare field. I was able to obtain an Account Manager Position at Direct Supply. The Account Manager position is a career that requires a person to maintain and grow sales in the Long Term Care Profession in an inside sales environment. After 3 years as a successful Account Manager I was promoted to Sales Intern Team Leader. This career required a person to lead a team of 12-20 interns. The person is required to train, manage and evaluate the interns. If an intern is successful they can then be offered a full-time Account Manager position. I was in the role a little less than a year. I was then promoted to Sales Manager. This is my current role. My career involves leading and managing 12 full time Account Managers. They range in tenure from 12 years to a few months with Direct Supply. I help hire them as well as work to make sure they are getting the resources they need to succeed. This can be anything from a report to training. My biggest career challenge is balancing my time on both the present and the future tasks of out profession. My biggest career success is being a part of Direct Supply. It doesn't matter if I was an Account Manager or a Sales Manager. I always felt like a partner in the business.