

Pi Sigma Epsilon Industrial Distribution Internship Program

The Pi Sigma Epsilon national Sales Fraternity (PSE), the Manufacturers Representatives Educational Research Foundation (MRERF), and the National Association of Electrical Distributors (NAED) have teamed up to form an opportunity for college students with an interest in pursuing a sales career to participate in a sales-related internship in the industrial distribution arena. These partnerships provide a unique opportunity for PSE members to practice and hone their sales skills in real-life sales situations as well as offering employers the opportunity to get a first-hand look at potential future employees.

Pi Sigma Epsilon

Pi Sigma Epsilon is a national professional fraternity dedicated to helping students obtain higher levels of knowledge and promote achieving excellence in sales, marketing, and management. Based in Milwaukee, PSE has some 50 chapters at colleges and universities in 21 states. PSE strives to develop the practical sales and marketing skills of its members through active involvement in sales and marketing projects and competitions, marketing research, professional programs, community service, social events, and general chapter operations, to name a few.

Manufacturers Representative Educational Research Foundation

The Manufacturers Representatives Educational Research Foundation (MRERF) is a nonprofit organization sponsored by 35 manufacturers' representatives associations dedicated to:

- Enhancing public awareness of the value of the independent multiple-line selling organization;
- Providing professional education for the representative community
- Funding research concerning the representative function of business and
- Providing information on the value of the function to the marketplace.

MRERF's subsidiary, the Institute for Professional Advancement (IPA), oversees educational and certification for individuals and businesses participating in the industrial distribution channel. Program graduates receive the Certified Professional Manufacturers Representative (CPMR) designation for rep firm owners and managers or the Certified Sales Professional (CSP) designation sales people.

The National Association of Electrical Distributors

Since 1908, the National Association of Electrical Distributors (NAED) serves as the trade association for the electrical distribution industry as a not-for-profit organization dedicated to serving and protecting the electrical distribution channel. As part of that mission, NAED provides networking opportunities through approximately 20 meetings & conferences a year, training and research through the NAED Education & Research Foundation, industry information and research through TED Magazine. NAED has three membership categories:

- 1) distributor members, who perform the distribution function in the channel;
- 2) associate members, made up manufacturers or value-added resellers, and;
- 3) allied partners, who are marketing groups, service, or technology organizations that meet NAED criteria.

The Internship Program

The internship program between PSE, MRERF, and NAED has the following purposes:

- To give interested students hands-on, real-life exposure to the field of sales;
- To also give the students exposure to the fascinating area of multi-line selling and/or industrial distribution;
- To allow the students to determine their interest, desire, and capabilities in the field of selling;
- To make the internship a worthwhile experience for the company and an educational experience for the student.

How to get involved

MRERF rep firms or NADA members that are interested in hiring interns first need to contact PSE directly at (800) 761-9350. They will give you an access code so you may then go to their website at www.pse.org to post the internship.

For PSE students interested in securing an internship, you may go to the PSE website 'corporate partner tab'. You can check on the 'CPMR' link to view the list of available internships. You can also fill out the 'Interested Student Form' and it will be posted for you.