

NCSU

SOCIETY OF SALES ENGINEERING

PARTNERSHIP PACKET

2025 CALENDER YEAR





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A LETTER FROM OUR PRESIDENT



Dear Corporate Partner,

I have the privilege to serve as the President of the Society of Sales Engineers at NC State. As part of the National Society of Sales Engineers, our mission is for our members to **learn** about sales engineering, **practice** the necessary skills to excel in the field, and **connect** our members with industry professionals along the way.

The purpose of our partnership program is to create a mutually beneficial relationship between our members and leading companies. Our organization consists of **high performing students** who are seeking **impactful opportunities**, therefore, sponsorship enables us to **build relationships with companies** that are purposeful to all parties.

Your support allows us to create high impact experiences for our members through participation in **Networking Events, Conferences,** and **Professional Development Workshops** to hone their skills in sales engineering. Our goal is to **positively shape the next generation of sales engineers**. Your contribution will assist us in this goal, and will ensure that NC State graduates are positioned to meaningfully contribute to your company.

On behalf of the Society of Sales Engineers at NC State, **we look forward to building a lasting relationship with your company,** and we thank you for your time and support.

Sincerely,

Teddy Zhang
President of SSE at NC State

NCSU
SSE

WHO WE ARE



The Society of Sales Engineering at NC State focuses on 3 core areas:

- Introducing students to the sales engineering profession
- Networking with industry leaders
- Practicing relevant skills at conferences and club-hosted events

Our members graduate NC State **job and industry ready** and have the experience and skills necessary to hit the floor running. The balance between their technical education and interpersonal expertise give our students the ability to thrive in a sales engineering environment and adapt to new challenges.



NATIONAL SALES ENGINEERING COMPETITION



Background

Each year, our organization partners with the National Society of Sales Engineering (NSSE) to attend the National Sales Engineering Competition (NSEC). Students compete in pairs against other universities in two **sales engineering role plays** that model typical **discovery** through **delivery** meetings with customers.

Club Recognition

2019: 3rd Place

2020: 1st, 2nd, and 4th

2021: 6th and 10th

2023: 3rd, 5th, and 9th

2024: 3rd, 12th, and 13th



TALENT ENGAGEMENT AT NCSU SSE

Corporate Meeting

Host a meeting and professional development workshop to leave a lasting impression on our members. Recruit students for internships, co-ops, or full time opportunities

Job Postings

Place your open job positions on our weekly emails. Streamline the recruiting process by giving students direct access to job openings

Coffee Chats

Schedule conversations with competitive, driven, and engaged students.

Resume Booklet

Receive resumes of members interested in sales engineering career opportunities. Schedule conversations with competitive, driven, and engaged students

Platform Branding

Promote your company on our website and LinkedIn alongside other platforms. Showcase your logo to show your support for developing sales engineers.

Networking Night














Network with our members and members of our partner clubs. This is a way to expand recruiting beyond our club members to all interested NC State members.

Case Study Competition

During our year, we will work with our students to review and engage with case studies created in collaboration with companies that choose the appropriate package. We will host a Spring competition and will award teams with the best presentations

PACKAGES



	PICK ONE	THE HOOK	TAKE IT ALL
Networking Night			
Job Postings			
Coffee Chat 1 on 1	OR		
Resume Booklet			
Platform Branding			
Corporate Meeting			
Case Study Competition			OPTIONAL
	\$200	\$900	\$1300**

* Networking night: \$200, Corporate Meeting: \$900 **CASE STUDY IS AN ADDITIONAL \$400

CONTACT INFORMATION

Club:

salesengineers@ncsu.edu

President:

tgzhang@ncsu.edu
(860) 372-5380

PLATFORM INFORMATION

Website:

<https://salesengineers.wixsite.com/website>

LinkedIn:

www.linkedin.com/in/nc-state-society-of-sales-engineering



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