

Develop with Dell: IT Sales Pacing Guide Summer 2025

Assignments Due at End of Each Week

Week	On-Demand Content	Live Session	Live Session Location	Portfolio Deliverable	Portfolio Deliverable Format
Week 1 6/2-6/6	Intro to IT Sales	6/3: Kick-Off 6/4: AI Foundations	Zoom	Industry & Customer research with AI Tools	Email
Week 2 6/9-6/13	Intro to IT Sales	6/12: Personal Branding and Networking (Summer Series)	Zoom	Sales Territory Strategy	Email
Week 3 6/16-6/20	Territory Account Management	6/17: Customer Communication	Zoom	Customer Email	Email
Week 4 6/23-6/27	Territory Account Management	6/24: Midpoint Check-In 6/26: Revamp Your Resume (Summer Series)	Zoom	Resume	PDF Email
Week 5 6/30-7/4	Setting Up Your Sale	7/1: Dell Technologies Advantage 7/2: Meet the Managers	Zoom	Personal Pitch	Email

Week 6 7/7-7/11	Setting Up Your Sale	7/10: Interview Tips and Tricks (Summer Series)	Zoom	Product Pitch	Email
Week 7 7/14-7/19	Selling with Confidence	7/15: Customer Insight	Zoom	Whiteboarding / Tech Presentation	Email
Week 8 7/21-7/25	Selling with Confidence	7/24: College to Career (Summer Series) Mock Interview Session	Zoom		
Graduation: 7/30					

