



News Release
For Immediate Release
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**Texas State University
National Collegiate Sales Competition –Graduate Division Winner**

**Graduate Division Winner – Opening Sales Call – Ms. Mykayla Goodwin, Texas State
Graduate Division Winner – Team Sales – Ms. Mykayla Goodwin and Mr. Greg Souquette
Graduate Division Finalist - Sales Maintenance Call – Mr. Greg Souquette – Texas State
Overall Graduate Division Winner – Ms. Mykayla and Mr. Greg Souquette
Texas State University**

San Marcos, Texas State University - San Marcos — Nearly 150 college students from 69 universities traveled to Georgia for a chance to compete at the 16th Annual National Collegiate Sales Competition (NCSC), hosted by the Coles College of Business at Kennesaw State University March 28 – March 31st, 2014. These students are not just competing for the title of champion. They are also competing for job offers from Fortune 500 recruiters from across the world. The NCSC has become an annual hot spot for recruiters who want to hire the top sales students in the United States.

The NCSC, the world’s largest collegiate sales competition, pits top sales students in a test of live role-play, one-on-one sales call challenges. Each sales call is broadcast live to locations on campus where college faculty from across the country and recruiters from sponsoring companies participate as judges and evaluate each student’s performance.

Representing the undergraduate division for Texas State were Logan Matson and Kevin McBee, with Alex Krohn as the alternate. Representing the graduate division for Texas State University were Mykayla Goodwin and Greg Souquette. Chelsea Watkins served as the graduate team student coach, and Carolina Espinoza was the undergraduate student coach. The faculty coach was Vicki West. Results and this year’s winners are as follows:

Four live rounds of competition allow the students to hone their professional sales skills, and the individual and team results are both important. Two undergraduate participants combine their scores for the overall team awards.

Undergraduate Division – FINAL FOUR WINNERS

- 1st Place: Molly Altmire 2014 NCSC Overall Champion
- 2nd Place: Jaimee MacDougall 2014 NCSC 1st Runner Up
- 3rd Place: Kelsey Keiser 2014 NCSC 2nd Runner Up

- 4th Place: Koral Pischer 2014 NCSC 3rd Runner Up
- **Overall Champion:** University of Wisconsin – Eau Claire

The overall Graduate Division Team Champion is also determined by cumulative points in all three graduate rounds, highlighting the importance of both individual and team sales ability.

Graduate Division – Winners – Three Rounds

- 1st Place – Round One – Mykayla Goodwin
- 1st Place – Round Two – Greg Souquette and Mykayla Goodwin
- 1st Place – Round Three – Jason Firch
- **Overall Champion:** Texas State University

Mykayla Goodwin, the graduate division co-winner for Texas State, had this to say, "The National Collegiate Sales Competition is both the most fun and the hardest work I've experienced as a student packed into one weekend. Dr. Terry Loe, at Kennesaw State, the host university, provided students with relevant challenges that sales professionals face to help further our careers and then provide us with access to premier companies to jump start it the very same day. This competition continues to raise the bar for the sales profession."

Greg Souquette, also a graduate division winner, stated, "The National Collegiate Sales Competition truly is a great opportunity for sales students to showcase their skills. I am so thankful for the hard work of all the faculty at the participating universities and the NCSC sponsors. They are extremely dedicated to our career success."

Nearly 50 companies participated, including: Henry Schein, Tom James, TekSystems and ADP, the product sponsor for 2013-2017. Previewing elite up-and-coming sales talent who can add value to their respective organizations is the primary reason for their involvement. Additionally, the excellent companies listed above also partner locally with Texas State University's Center for Professional Selling.

About NCSC

Inaugurated in 1999, the National Collegiate Sales Competition (NCSC) is the largest and oldest sales role-play competition in existence. Its mission is to enhance the practice and professionalism of the sales profession. Each year, the NCSC hosts the top collegiate sales talent and sales faculty from the most elite university sales programs in North America. Sales students are provided a venue for sharpening their sales skills in a highly competitive environment and networking with their peers and sales faculty from across the United States. NCSC corporate sponsors have the opportunity to network with and preview the elite talent and greatly contribute to their education and careers and in turn make a great investment in the future of the sales profession. For more information, visit www.ncsc-ksu.org.

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