

International Collegiate Sales Competition Results

Texas State University Sales Team Wins

Top Three Teams Award and one of Top Two Individual Awards

(San Marcos, Texas – 11/11/13) Four Texas State students represented Texas State University at the International Collegiate Sales Competition held November 7-10, 2013 in Tallahassee, Florida. Hosted by Florida State University, a member of the University Sales Center Alliance, the mission of the competition was to develop critical skills needed by today's sales graduates and foster best practices among sales organizations worldwide.

Garnering the top awards for Texas State were four students who participated in researching, coaching, and role playing for the competition. Ms. Victoria Logan placed in the **Top Two individuals** at the competition out of a field of 80 competitors; Mr. Shane Michna advanced to the 2nd round after having won round one in his bracket. The team, comprised of Ms. Victoria Logan, Mr. Shane Michna, Mr. Alan Yarborough and Ms. Taylor Brooks, brought home the team trophy for **Top Three Teams** at the competition against 38 teams. Since the inception of the competition two years ago, Texas State University was the only university to return to the final four round for both the individual and team competitions.

The mission of the International Collegiate Sales Competition (ICSC) is to enhance the selling profession by encouraging and developing the critical skills needed by today's collegiate sales graduates and by fostering best practices among sales organizations worldwide.

The sponsor for the competition was the Tom James Company, a custom clothier with offices in the United States, Canada, Australia, France, the Netherlands, the United Kingdom, and the United Arab Emirates. The Tom James Company is an active corporate partner of both Florida State University and Texas State University.

The coach of the team, Mr. Wayne Noll stated, "I am so very proud of all four students who were on the team. They sacrificed and worked tirelessly since mid-August. As a result, Texas State University finished in the top two for the second year in a row for the individual competition, and no other university can lay claim to that accomplishment. Also, our team finished strong with a Top 3 teams award which no other university from the previous year could match!"

"It is an honor to represent Texas State University, McCoy College of Business Administration and the Center for Professional Sales. Finishing in the Top 2 for the Individual award was truly a great experience. My career will be enhanced with this recognition!" – Victoria Logan

For more information, please contact Ms. Vicki West, Director of the Center for Professional Sales at Texas State University. She may be reached at either 512-245-3224 or

vw03@txstate.edu. The website for the Center for Professional Sales is:
<http://txstsalescenter.com>.



Representing Texas State University are Mr. Wayne Noll, Texas State University Faculty Coach for the Team and Ms. Victoria Logan, 1st Runner Up Individual Sales Competition.



Representing Texas State University at the International Sales Competition and garnering a **Top Three** Teams award were, L-R, Shane Michna, Wayne Noll (Faculty Coach), Victoria Logan, Taylor Brooks, and Alan Yarborough.