



2018 NCSC Graduate Team (L to R)  
Madison Ivers, Jeremy Cox, Katie O'Brien

## Sales Labs

The 3M Company, St. Paul, Minnesota, has donated \$75,000 to establish three new sales laboratories for the center. The new sales laboratories will allow for corporate role-playing in business-to-business sales, a key component of success for sales center graduates. The 3M gift will allow students to review their progress in a detailed manner and continue to improve their skill set.

## Opportunities

The center supports the Professional Selling Student Ambassador Program, which engages students in the professional selling experience. The ambassador program provides students with the opportunity to work with corporate partners and ambassadors to promote the sales program to other students and the business community.

*It is an honor and a rewarding experience to serve as the chair of the Professional Selling Advisory Board. Getting to know the students is always a pleasure and seeing them grow their sales acumen with a curriculum that creates a solid foundation for a successful sales career is exciting. I have proudly watched the program grow with the addition of faculty, corporate partners and resources.*

– Elizabeth A. Terrell  
UPS -Vice President Global Solutions  
Corporate Partner

## Department of Marketing

In the modern world a career in marketing is a wise choice. All companies, nonprofit organizations and government agencies use marketing strategies to build strong customer relationships, uncover new business opportunities, and grow a satisfied and loyal customer base.

Students who add a sales concentration to a bachelor of business administration degree strengthen their portfolio of sales knowledge and skills for success in today's global business environment.



*The Center for Professional Sales allows our Department of Marketing to deliver excellent sales education, conduct research that advances sales knowledge, and build college to career partnerships with leading organizations.*

– Dr. Ray Fisk  
Chair, Department of Marketing  
McCoy College of Business

## For more information, contact:

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This information is available in alternate format upon request from the Office of Disability Services.

Texas State University is a tobacco-free campus.

# Center for Professional Sales McCoy College of Business



Sydney Alvarado, ICSC Champion  
2017 Speed Selling



**McCOY COLLEGE  
OF BUSINESS**  
TEXAS STATE UNIVERSITY



[www.mccoy.txstate.edu](http://www.mccoy.txstate.edu)

[www.txstsalescenter.com](http://www.txstsalescenter.com)



The Center for Professional Sales in the McCoy College of Business was established in spring 2012. The Center is committed to enhancing the sales concentration offered through the Department of Marketing at Texas State University and making an impact on the future of the sales profession.

Our mission is clear. Texas State wants to be one of the world's leading professional sales programs focused on sales education, research and industry collaboration.

The center will support and enhance:

- a professional sales education in the Department of Marketing
- research in current sales theory and practice
- student and faculty development
- advancement of the professional selling profession

## Outreach

The Professional Selling Corporate Partners Program provides companies with the opportunity to invest in the future of the McCoy College professional selling program.

Corporate partners provide revenues that support growth in the sales concentration, provide recognition of outstanding student performance, defray costs for student attendance at sales competitions and support faculty development opportunities. Through this support McCoy College faculty are able to stay current in the latest selling techniques, provide ideas for new curriculum development and stay abreast of technology in the profession.

## Center for Professional Sales Faculty



Vicki West, Director



Wayne Noll, Assistant Director



Vishag  
Badrinarayanan



Aditya  
Gupta



Steve  
Rayburn



Anna  
Turri



2018 NCSC Sales Team, (L to R) Katie O'Brien, Antoine Lolliot, Taylor Walker, Jeremy Cox, coach Vicki West, Madison Ivers, Tori Green, Evan Jackson

## Corporate Partners Include:

- 3M
- ADP
- AT&T
- C. H. Robinson
- Cintas
- Enterprise Holdings
- Fastenal
- Federated Insurance
- Ferguson Industries
- Gartner
- Henry Schein
- Liberty Mutual (founding corporate partner)
- North American Plastics
- Software Advice – a Gartner Company
- Sprint
- State Farm
- Teksystems
- Tom James
- United Rentals
- UPS

## External Recognition

The center is a full member of the University Sales Center Alliance, a group of universities that offer a professional selling program with a major, a minor or a concentration in sales. To become a member, universities must meet numerous standards including multiple sales role play learning experiences; sales laboratories with recording capabilities; national prominence for the student sales teams; research in the sales discipline; and regular attendance at national and international conferences in the field of sales.

## Student Success

One of the criteria for membership in the University Sales Center Alliance is national prominence for student sales teams. Texas State students have repeatedly distinguished themselves at the National Collegiate Sales Competition.

2018 Winner – Overall Graduate Division

2017 3rd Place – Team Sale Graduate Division

2015 2nd Place – Overall Graduate Division

2014 & 2013 Winner – Overall Graduate Division

2013 Winner – Overall Undergraduate Division

2012 Winner – Graduate Division – 3rd round  
Final Four – Undergraduate Division  
Second Place overall

At the International Collegiate Sales Competition (ICSC):

2017 Speed Selling Champion

2012, 2013 & 2014 Final Four – Individual

*We are very proud to have been named by the Sales Education Foundation as a top program.*

– Vicki West  
Director, Center for Professional Sales

