**International Collegiate Sales Competition 2020 Results**

**World Cup of Sales - Texas State University**

**World Cup Team Standing Overall – 3rd Runner Up**

**Sales Role Play Team Standing – 4th Runner Up**

**Sales Role Play Individual Finalist – 3rd Runner Up**

(San Marcos, Texas – 11/15/2020) Four Texas State students (Ms. Kristen Brom and Ms. Taylor Stewart – Role Play Competitors, and Ms. Molly King and Mr. Richard Price – Sales Management Competitors) represented The Center for Professional Sales from the McCoy College of Business at Texas State University at the 9th Annual International Collegiate Sales Competition held virtually from November 12 – 14, 2020. 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.

The Sales Role Play and Sales Management teams earned an overall (4th place) finish for the World Cup of Sales standings at the International Collegiate Sales Competition. The sponsors were ReliaQuest and DLL.  ReliaQuest is a leader in the cyber security business. DLL is a global vendor finance company with more than EUR 30 billion in assets. ReliaQuest served as the selling company and DLL acted as the buying company. There were over 80 universities competing in the 2 competitions.

Garnering a Final 4 appearance (3rd runner up) in the individual Role Play competition was Ms. Kristen Brom.  In addition, Ms. Taylor Stewart finished as a semi-finalist in the competition.  The scenarios dealt with ReliaQuest solving major cyber security issues with a major vendor financial company, DLL.  There was a total of 160 plus competitors in the Role Play Competition.

The Sales Management team of Molly King and Richard Price, advanced to the 1st round from a qualification round which eliminated 2/3 of the competition. The scenario involved PayCom and a certain challenge about developing a viable prospect system. Their point totals greatly added to the overall total for placement in the World Cup of Sales.  Dr. Aditya Gupta is the Sales Management coach.

The coach of the Role Play team and the assistant coach, Mr. Wayne Noll and Nicole Palm, had this to say about the role play competitors: "Our students have a tremendous work ethic, great attitude and are very competitive.  We knew they would be ready!” Brom and Stewart had this to say about their experience.  "The opportunity to be a part of a selling team from the McCoy College of Business is truly an honor.  Being able to continue the tradition of performing at the highest level is extremely inspirational. I am so thankful for the support of the Center for Professional Sales”. Ms. King and Mr. Price also added, “The opportunities for our future employment have been greatly enhanced by this unforgettable experience.  We are so grateful”.

For more information, please contact Mr. Wayne Noll, Assistant Director of the Center for Professional Sales at Texas State University.  AN23@txstate.edu, 210-872-6655.  The website for the Center for Professional Sales is:  [http://txstsalescenter.com](https://nam04.safelinks.protection.outlook.com/?url=http%3A%2F%2Ftxstsalescenter.com%2F&data=04%7C01%7Cvw03%40txstate.edu%7C0f1a77c5e137403bdeb908d88d8e34af%7Cb19c134a14c94d4caf65c420f94c8cbb%7C0%7C0%7C637414989203031112%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=NmpcYtVrnGtu%2BiIW90NOh%2BHfiSQJcUGarWGB3uxi1f0%3D&reserved=0). The Center for Professional Sales is a member of the USCA. (University Sales Center Alliance)