



Monique Sevin, Mr. Wayne Noll, and Greyson Patterson

The **Professional Selling Corporate Partners Program**, offered through the Center of Professional Sales at the McCoy College of Business, is designed to enhance the practice and professionalism of selling and sales management.

The program provides corporate partners with the opportunity to invest in the future of McCoy College professional selling students and in the future of the profession. Corporate partners develop strong, lasting relationships with some of the top sales students in the country.

STUDENT BENEFITS

Students who participate in the sales concentration take challenging courses that focus on both theory and action learning, which enhances their understanding of the sales process. The sales concentration consists of four key learning experiences:

- professional selling
- sales and sales management
- directed study in sales
- sales internship

CONTACT US

For more information about the benefits of the Professional Selling Corporate Partners Program or to learn how to become a sponsor, please contact us.

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CORPORATE PARTNERS PROGRAM



Nick Garrett, NCSC Role Play Quarter Finalist



MEMBER THE TEXAS STATE UNIVERSITY SYSTEM





Mr. Wayne Noll (Assistant Director) and Ms. Vicki West (Director)



Professional Sales Students



Izabelle Walter, Ms. Vicki West (Director), and Paige Franklin

Professional Selling: Students will be introduced to the basics of the selling profession and to action learning in sales role play presentations, corporate sales presentations, and writing a sales letter.

Sales and Sales Management: Students focus on recruiting, training, management, sales budgeting and forecasting, and territory management. Case studies are included.

Directed Study in Sales: Students learn the three components that will take them to the next level of understanding the intricacies of selling, including the use of technology for increased productivity, prospecting, and developing specific account strategies.

Sales Internships: The final learning experience is an internship in the sales profession, which reinforces the concepts learned in the classroom and provides real-world experience.

STUDENT SUCCESS

One of the criteria for membership in the University Sales Center Alliance is national prominence for student sales teams. Our students distinguished themselves at the National Collegiate Sales Competition (NCSC). *(Selected results)*

- 2023: Top 20 Team
- 2021: National Speed Selling Champion
- 2020: Top Eight Team, Undergraduate Division
- 2018: Winner, Graduate Division Championship
- 2012: Winner, Undergraduate and Graduate Division Championship

Also, at the International Collegiate Sales Competition (ICSC):

- 2021: Top Five, Overall
- 2021: Final Four, Overall
- 2020: Final Four, Individual
- 2017: Speed Selling Champion
- 2014: Final Four, Individual

CORPORATE PARTNER BENEFITS

With an annual investment, corporate partners will receive:

- Membership on the Professional Selling Board
- Invitation to attend student events and visit sales classroom
- Opportunities to interact with top students
- Listings and links on appropriate websites
- Access to the professional selling alumni database
- Multiple invitations to attend recruiting events
- One-on-one student interviews
- Coordination of off-campus recruiting events

CORPORATE PARTNER DONATIONS

- Support growth in the sales concentration
- Improve professionalism of graduates
- Recognize and reward outstanding student performance
- Defray costs for students attending sales competitions

“TEKsystems has partnered with the Center for Professional Sales for more than ten years and we have had more Texas State graduates come to work for us than from any other school. The Center is one of the most elite in the nation and some of our top performers are Texas State sales graduates. We are grateful for the opportunity to partner with the Center for Professional Sales and be a conduit to success for their young professional sales graduates.”

Mr. Andy Brudwick
Business Development Manager, TEKsystems, San Antonio

“In addition to full membership in the USCA, the growth of the program both in the number of students participating and faculty dedicated to its success, the Center for Professional Sales is a source of immense pride for the McCoy College of Business. Another measure of success comes from feedback from corporate partners praising our hardworking, energetic, well-trained, and award-winning students.”

Dr. Denise Smart
Former Dean, McCoy College of Business (2000-2020)