

The Center for Professional Sales at the McCoy College of Business was established in 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 home to one of the world's leading professional sales programs focused on sales education, research, and industry collaboration.

The Center of Professional Sales supports and enhances:

- 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 opportunities to invest in the future of the McCoy College professional selling program.

Corporate partners 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. This allows the Center to stay updated on the latest selling techniques, provide ideas for new curriculum development, and stay ahead of technology in the industry.

SALES FACULTY

Dr. Linda Alkire
Assistant Professor

Dr. Aditya Gupta
Assistant Professor

Dr. Vishag Badrinarayanan
Professor

Mr. Derrek Schartz
Senior Lecturer

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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Texas State University is an Equal Employment Opportunity/Affirmative Action Employer, committed to providing a welcoming educational and working environment for all.

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

CENTER *for* PROFESSIONAL SALES



Kevin Montelongo, NCSC Role Play Quarter Finalist

"It is an honor 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
Vice President of Global Solutions, UPS
Corporate Partner, Center for Professional Sales

TEXAS  STATE
UNIVERSITY

MEMBER THE TEXAS STATE UNIVERSITY SYSTEM

 | McCOY COLLEGE OF BUSINESS
TEXAS STATE UNIVERSITY



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



2022 International Collegiate Sales Competition



Nick Szabo, Professional Sales Student

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 attendance at both national and international conferences in the field of sales.

SALES LAB

The 3M Company, St. Paul Minnesota, has underwritten three new sales laboratories for the Center for Professional Sales. The laboratories 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 skills.

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

OPPORTUNITIES

The Center supports the Professional Selling Student Ambassador Program. This program provides students with the opportunity to work with corporate partners to promote the sales programs to other students and the business community.

CORPORATE PARTNERS

- | | | |
|-----------------------|---------------------------|--------------------------------------|
| – 3M | – Federated Insurance | – Rush Enterprises |
| – ABC Supply | – Ferguson Enterprises | – Software Advice, a Gartner Company |
| – ADP | – Fortinet | – TEKsystems |
| – AT&T | – Gartner | – Tom James |
| – Caterpillar | – Henry Schein | – United Rentals |
| – Cintas | – Liberty Mutual | – UPS |
| – Dell | – North American Plastics | |
| – Enterprise Holdings | | |
| – Fastenal | | |

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

Ms. Vicki West
Director, Center for Professional Sales

“The Center for Professional Sales is a strategic asset for us. Thanks to the hard work of the dedicated faculty and staff, our students benefit from experiential learning in the classroom, high quality research in the field, and stellar networking opportunities with our Corporate Partners. This leads to high job placement rates and wonderful career opportunities for our students.”

Dr. Anna Turri
Chair and Associate Professor, Department of Marketing