



Parker Callaway · 2024 Speed Selling Competitor

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.

Ms. Vicki West, Director and Faculty
Center for Professional Sales
Department of Marketing, McCoy College of Business
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Mr. Wayne Noll, Assistant Director and Faculty
Center for Professional Sales
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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.

CORPORATE PARTNERS PROGRAM



Kade Campbell and Taylor Lack · 2024 National Speed Selling Champions

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



MEMBER THE TEXAS STATE UNIVERSITY SYSTEM





NCSC National Team 2024



Kyle Kitagawa · 2024 NCSC Role Play Competitor

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)*

- **2024: #1 Sales Program in the World**
- 2024: National Speed Selling Champion
- 2023: Top 20 Team
- 2021: National Speed Selling Champion
- 2020: Top Eight Team, Undergraduate Division
- 2018: Winner, Graduate Division Championship
- 2012: Winner, Undergraduate & Graduate Division Championship

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

- 2023: Speed Selling Champion
- 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

"Texas State University's Professional Sales Program prepares its young professionals for the real world through a dynamic education, internships and company partnerships. When my organization is looking to hire we have confidence that the individuals being presented to us are ready to succeed! They are polished and stand out far more than other candidates we interview!"

Mike Trautman
Regional Manager, Henry Schein Dental

I want to acknowledge Ms. Vicki West and Mr. Wayne Noll — director and assistant director of the Center for Professional Sales, respectively — for their leadership and tenacity in elevating the program's impact. With the support of our industry partners, McCoy College and the Center for Professional Sales are empowering the next generation of leaders and innovators in the sales profession."

Dr. Sanjay Ramchander
Dean, McCoy College of Business



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Kimberlin Khan • 2024 NCSC Role Play Quarterfinalist

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MEMBER THE TEXAS STATE UNIVERSITY SYSTEM





NCSC National Team 2024



Kyle Kitagawa · 2024 Outstanding Student Ambassador

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