

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.

"We are truly honored and humbled with the Best Sales Program award. I am extremely proud of this program and the top students that UPS and others have hired for decades. This program is vital for students as they learn the practice of sales management, negotiation skills, global sales internships and best-in-class professors/faculty. All students come well prepared to deliver results for any company that hires from Texas State."

Elizabeth A. Terrell

Vice President of Global Solutions, UPS
Corporate Partner, Center for Professional Sales

SALES FACULTY

Dr. Linda Alkire
Assistant Professor

Dr. Vishag Badrinarayanan
Professor

Dr. Aditya Gupta
Assistant 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



Kyle Kitagawa - Outstanding Sales Ambassador
2024 NCSC Role Play Competitor



MEMBER THE TEXAS STATE UNIVERSITY SYSTEM





NCSC National Team 2024



Emmett and Miriam McCoy Hall

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)*

- **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

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

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|-----------------------|------------------------|---------------------------|
| – 3M | – Federated Insurance | – North American Plastics |
| – ABC Supply | – Ferguson Enterprises | – OneAmerica |
| – ADP | – Fortinet | – Rush Enterprises |
| – Caterpillar | – Gartner | – TEKsystems |
| – Cintas | – Henry Schein | – Tom James |
| – Dell | – Liberty Mutual | – United Rentals |
| – Enterprise Holdings | | – UPS |
| – Fastenal | | |

“The reason we have succeeded is because of our ‘Best of Breed’ partners, our outstanding sales faculty who personify the team approach and, most importantly, the strong work ethic of our students.”

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