

**TEXAS STATE UNIVERSITY
NAMED ONE OF TWO TOP TEAMS
INTERNATIONAL COLLEGIATE SALES COMPETITION**

(San Marcos, Texas – 10/28/12) Three Texas State students represented Texas State University at the inaugural International Collegiate Sales Competition held October 19-22, 2012 in Tallahassee, Florida. 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 sponsor for the competition was the Tom James Company, a custom clothier with offices in the United States, Canada, Australia, France, the Netherlands, the United Kingdom, and the United Arab Emirates. The Tom James Company is an active corporate partner of both Florida State University and Texas State University.

Mr. Wayne Noll, the faculty member who served as the coach for the competition, spent months preparing the students for a three part test of their selling skills. Round 1 focused on building rapport and establishing needs when a significant purchase is expected. Round 2 and round 3 involved a more complex business situation and introduced both an international component and the use of technology in the form of a Skype video sales meeting to Russia.

The coach of the team, Mr. Wayne Noll stated, "Our students, Samantha, Evan and Lauren, told me in August that their goal was to continue the tradition of being one of the top selling schools in the nation by finishing in the top two categories in this competition. Their hard work and sacrifice paid off! I am so very proud of them!"

Garnering the top awards for Texas State were three students: Ms. Samantha Grief, who placed in the top two individuals at the competition; Mr. Evan Floyd, who advanced to the quarterfinals; and Ms. Lauren Byrns, who also advanced to the quarterfinals. Texas State was the only university with all three students advancing beyond the first round of competition. Together the students brought home the team trophy for second place overall at the competition.

Ms. Grief had this to say about her experience. "Only after my unforgettable experience at the ICSC competition did I realize how important my involvement in SIFE, the professional selling student ambassador program, and the Texas State sales classes was to my performance in the competition. I am so thankful for all of the career opportunities that have followed."

For more information, please contact Ms. Vicki West, Director of the Center for Professional Sales at Texas State University. She may be reached at either 512-245-3224 or vw03@txstate.edu. The website for the Center for Professional Sales is: <http://txstsalescenter.com>.