**ICSC Sales Teams Finishes in Top 5
International Collegiate Sales Competition - World Cup of Sales**

(San Marcos, Texas – 11/15/2021, Six Texas State students (Mr. Nicolas Gutierrez and Ms. Monique Sevin – Role Play Competitors, Mr. Marquette Kennedy and Mr. Graham Beckwith – Speed Selling Competitors and Ms. Alexis Delgado and Mr. Brian McCuiston – Sales Management Competitors) represented The Center for Professional Sales from the McCoy College of Business at Texas State University at the 10th Annual International Collegiate Sales Competition held virtually from November 9 - 13, 2021. Hosted by Florida State University, a member of the University Sales Center Alliance. The mission of the competition is to develop critical skills needed by today’s sales graduates and foster best practices among sales organizations worldwide.

The Sales Role Play, Speed Selling and Sales Management teams earned an overall 4th Runner Up finish for the World Cup of Sales standings at the International Collegiate Sales Competition.  There were over 80 universities and 160 competitors competing in the 3 competitions. The Role Play and Speed Selling Teams were coached by Mr. Wayne Noll and the Sales Management Case Competition team was coached by Dr. Adyta Gupta.

Garnering a semi-final round Role Play appearance was Mr. Nicolas Gutierrez with Ms. Monique Sevin reaching the quarter-final round.  The scenarios dealt with ReliaQuest solving major cyber security issues with a major luxury cruise line, Virgin Voyages.  ReliaQuest is a leader in the cyber security business. Virgin Voyages is a global leader in the luxury cruise line business and recently launched the Scarlet Lady during the summer of 2021.

The Sales Management team of Ms. Alexis Delgado and Mr. Brian McCuiston, advanced to the semi-final round from a qualification round which eliminated 2/3 of the competition. The scenario involved DLL, a major financial institution, and a sales management challenge about how to best demonstrate the value and best use of Saleforce CRM to their sales team. Dr. Aditya Gupta was the Sales Management coach.

The Speed Selling team of Mr. Marquette Kennedy and Graham, competed in the Speed Selling competition. Each competitor had 90 seconds to give a pre-selected sponsor (4) from the competition, reasons why they would be the best choice for a sales position.

The coaches of the sales teams, Mr. Wayne Noll and Dr. Adyta Gupta, had this to say about their sales competitors: "Our students have a tremendous work ethic, great attitude and are very competitive.  We knew they would be ready!” Guttierez, Sevin, Kennedy, Beckwith, Delgado and McCuiston, had this to say about their experience.  "The opportunity to be a part of a selling team from the McCoy College of Business is truly an honor.  Being able to continue the tradition of performing at the highest level is extremely inspirational. We are so thankful for the support of the Center for Professional Sales. The opportunities for our future employment have been greatly enhanced by this unforgettable experience.  We are so grateful”.

For more information, please contact Mr. Wayne Noll, Assistant Director of the Center for Professional Sales at Texas State University.  AN23@txstate.edu, 210-872-6655,  [http://txstsalescenter.com](http://txstsalescenter.com/). The Center for Professional Sales is a member of the USCA. (University Sales Center Alliance)