

CENTER FOR PROFESSIONAL SALES



Kevin Montelongo, Izabelle Walter, Cesar Castro
2022 NCSC Speed Selling Team

"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

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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Cesar Castro
2022 NCSC Speed Selling

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.

OPPORTUNITIES

The Center supports the **Professional Selling Student Ambassador Program**, which engages students in the professional selling experience. This program provides students with the opportunity to work with corporate partners to promote the sales programs to other students and the business community.

"The Center for Professional Sales, through its research, student coaching, and partnership with leading sales organizations enhances the ability of the Department of Marketing to offer excellent education and career opportunities in professional sales to all its students."

Dr. Enrique P. Becerra
Chair, Department of Marketing
McCoy College of Business



MEMBER THE TEXAS STATE UNIVERSITY SYSTEM

Texas State University is an Equal Employment Opportunity/ Affirmative Action Employer, committed to inclusive thought and action in support of our diverse community. Individuals from historically underrepresented groups and all those who share our commitment to inclusivity and passion for the strength of our diversity are strongly encouraged to apply.

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

Texas State University is a tobacco free campus.



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.

Wayne Noll, Faculty and Assistant Director;
Vicki West, Faculty and Director
 Center for Professional Sales Faculty



Monique Sevin and Nicolas Gutierrez
 2021 ICSC Sales Team

CORPORATE PARTNERS

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

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

Vicki West
 Director, Center for Professional Sales
 Department of Marketing, McCoy College of Business

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.

STUDENT SUCCESS

One of the criteria for membership in the University Sales Center Alliance is national prominence for student sales teams. Texas State students have repeatedly distinguished themselves at the **National Collegiate Sales Competition (NCSC)**. *(Selected results)*

- 2021: National Speed Selling Champion
- 2020: Top Eight Team, Undergraduate Division
- 2019: Quarterfinalist, Undergraduate Division
- 2018: Winner, Graduate Division Championship
- 2017: 3rd Place, Team Sale Graduate Division

Also, our students have made their mark at the **International Collegiate Sales Competition (ICSC)**:

- 2021: Final Four, Overall
- 2020: Final Four, Individual
- 2017: Speed Selling Champion
- 2014: Final Four, Individual
- 2013: Final Four, Individual

FACULTY SUPPORT



Dr. Linda Alkire
 Assistant Professor, Department of Marketing

- Professional Selling
- Principles of Marketing



Dr. Vishag Badrinarayanan
 Professor, Department of Marketing

- Marketing Strategy
- Sales Management



Dr. Aditya Gupta
 Assistant Professor, Department of Marketing

- Sales Management
- Personal Selling