

Sales Education Foundation names Texas State University in 2017 ANNUAL magazine “Top Universities for Professional Sales Education” Listing

Top Sales Programs are recognized for elevating the sales profession through university education

Texas State University announces their recognition by the Sales Education Foundation (SEF) as a “Top Universities for Professional Sales Education” program in their 2017 ANNUAL magazine. SEF recognizes our university for preparing students for successful careers in professional selling and helping to elevate the sales profession. The SEF 2017 *ANNUAL* magazine, their 10th edition, is available on their website, www.salesfoundation.org.

Professional Sales/Selling is one of the most common jobs for students graduating with a sales degree. Recent research suggests that 60% of all business majors and 88% of all marketing majors begin their professional careers in a sales-related role. Our graduates enjoy top professional sales positions with our corporate partners, who have this to say about our program.

Andy Brudwick, a long time corporate partner, had this to say, “TEKsystems has partnered with the Texas State Center for Professional Sales for the past 10 years. TEKsystems is the largest provider of IT Staffing and Services in the country. We have roughly 5000+ Sales Professionals and Recruiters Nationwide. The IT Staffing and Services Industry is one of the most competitive industries in North America. In the last few years we have had more Texas State graduates come to work for us than any other school in the country. The Texas State Center for Professional Sales is one of the elite in the nation. The men and women that come out of that program have had a significant advantage with TEK; due to their balance of business acumen, desire to succeed, and overall character. Some of our top performers are Texas State Sales graduates. Professor West and Professor Noll have created an environment where young men and women, graduate, then hit the ground running with a level of confidence that sometimes takes years to build. TEKsystems is grateful for the opportunity to partner with the Texas State Center for Professional Sales and help be a conduit to success for their young professional sales graduates.”

Sally Stevens, Executive Director of the Sales Education Foundation, noted that companies should have an increased focus on partnering with university sales programs and hiring their graduates. In her 2017 *Annual* Letter from the Editor she notes, “Candidates from these (sales) programs are more prepared to align with their initial sales roles and to compete in the ever-changing global economy.”

For information on partnerships with Texas State University Center for Professional Sales, contact Vicki West, Director of the Center, at 512-245-3224, or vw03@txstate.edu. To learn more about the growing sales education space, contact the Sales Education Foundation at 800.776.4436 or visit www.salesfoundation.org.