**TEXAS STATE UNIVERSITY  
WINS 1ST PLACE**

**AT LIBERTY MUTUAL SOUTHWEST COLLEGIATE SALES COMPETITION**

**(San Marcos, Texas – 10/17/17)** Four Texas State students, Kiley Barry, Oluwasegun Ojo, Dillon Marrs and Jayton Burba, represented Texas State University at the Liberty Mutual Southwest Sales Competition held October 13, 2017, at the University of Houston in Houston, Texas. The competition was hosted by the University of Houston Stephen Stagner Sales Excellence Institute which the mission of the competition was to develop critical skills needed by today’s sales graduates and foster best practices among sales organizations.

The sponsor for the competition was Liberty Mutual Insurance, an American diversified global insurer. Liberty Mutual Insurance is the 4th largest property and casualty insurer in the United States. Liberty Mutual Insurance is also the founding corporate partner for the Center for Professional Sales in the McCoy College of Business Administration at Texas State University.

Mr. Wayne Noll, the faculty member who served as one of two coaches along with Vicki West for the competition, prepared his two students for the proper selling skills necessary for the event. Round 1 focused on building rapport and establishing needs when a significant purchase is expected for Round 2. Round 2 involved a more complex business situation with a Vice President of Human Resources of a major bank

Garnering 1st place in the competition with a $5,000 scholarship, was Ms. Kiley Barry, a senior Marketing Major with a Sales Concentration. Ms. Barry is from Houston, Texas and will graduate from Texas State University in December, 2018. She had this to say about her experience. "It was an incredible experience to compete against other talented sales students from California to Texas.”

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](mailto:vw03@txstate.edu). The website for the Center for Professional Sales is: http://txstsalescenter.com.