



Wayne Noll and Vicki West

Corporate Partners Benefits

With an annual investment of \$10,000, corporate partners receive all of the following benefits:

- Membership on the Professional Selling Board
- Invitation to attend select student events and visits to a sales classroom
- Opportunities to interact with top students
- Listings and links on appropriate websites
- Access to the professional selling alumni database
- Multiple invitations to attend recruiting events
- One on one student interviews
- Coordination of off-campus recruiting events

Corporate Partners Donations

- Support growth in the sales concentration and improve professionalism of graduates
- Recognize and reward outstanding student performance
- Defray costs for students attending the Sales Competitions

The Texas State Sales Center has provided me with more opportunities to engage with business leaders than I have had at any other point in my academic career. After my experience with the Sales Center, I am certain that any student in this program will have the skillset and confidence to provide value to our corporate partners.

– Mickey Schneider
2020 NCSC Sales Team Coach



Working closely with McCoy College has allowed Liberty Mutual to recruit excellent students who are ready to enter the workforce and immediately have a positive impact on our results.

– Dan Gutschewski, LUTCF
Branch Manager, Austin and Round Rock
Liberty Mutual Insurance Company
Founding Corporate Partner

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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www.mccoy.txstate.edu

Professional Selling Corporate Partners Program Department of Marketing



Chelsea Fuchs
2020 NCSC Undergraduate Semifinalist



McCoy COLLEGE
OF BUSINESS
TEXAS STATE UNIVERSITY

www.txstsalescenter.com

The Professional Selling Corporate Partners Program, offered through the McCoy College of Business Department of Marketing at Texas State University, is designed to enhance the practice and professionalism of selling and sales management.

The program provides corporate partners with the opportunity to invest in the future of McCoy College professional selling students and in the future of the profession. Corporate partners develop strong, lasting relationships with some of the top sales students in the country.

Student Benefits

Students who participate in the sales concentration take challenging courses that focus on both theory and action learning, which enhances their understanding of the sales process.

The sales concentration consists of four key learning experiences:

Professional Selling

Students will be introduced to the basics of the selling profession and to action learning in sales role play presentations, corporate sales presentations and writing a sales letter.

Being a part of our sales center competition team gave me the amazing opportunity to teach our sales students the importance of developing fine-tuned, real world selling skills that are highly applicable to the corporate world. I am honored to be a part of such a rigorous and established program that gives students the chance to refine their skills, interact with elite corporate partners, and take away valuable lessons from such first-class professors.

– Sarah Grizzle

2020 NCSC Graduate Sales Team Coach

Corbin Douds, 2020 NCSC Undergraduate Quarterfinalist



2020 NCSC Sales Team, (L to R) front row: Chelsea Fuchs and Corbin Douds; 2020 Sales Ambassadors, middle row: Taylor Stewart, Mickey Schneider, Olga Luna; 2020 NCSC Coaches, back row: Vicki West, and Sarah Grizzle

Sales and Sales Management

Students focus on sales force recruiting, training and management, sales budgeting and forecasting, and territory management. Case studies are included.

Directed Study in Sales

Students learn the three components that will take them to the next level of understanding the intricacies of selling, including the use of technology for increased productivity, prospecting and developing specific account strategies.

Sales Internships

The final learning experience is an internship in the sales profession, which reinforces the concepts learned in the classroom and provides real-world experience.

TEKsystems has partnered with the Texas State Center for Professional Sales for the past ten years and we have had more Texas State graduates come to work for us than from any other school. The Center is one of the most elite in the nation and some of our top performers are Texas State sales graduates. 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. TEKsystems is grateful for the opportunity to partner with the Texas State Center for Professional Sales and be a conduit to success for their young professional sales graduates.

– Andy Brudwick
TEKsystems, San Antonio

The Center for Professional Sales has expanded Texas State University's visionary sales program by offering the first study abroad selling classes in Barcelona, Spain. The goal is to give our students a global sales experience that will prepare them to meet the challenges they will encounter as they enter the workforce.

– Wayne Noll

Faculty and Assistant Director, Center for Professional Sales

Student Success

McCoy College's sales students consistently perform well at the **National Collegiate Sales Competition (NCSC):**

- 2020 Top Eight Team – Undergraduate Division
- 2019 Quarterfinalist – Undergraduate Division
- 2018 Winner – Overall Graduate Division
- 2017 3rd Place – Team Sale Graduate Division
- 2015 2nd Place – Overall Graduate Division
- 2014 & 2013 Winner – Overall Graduate Division
- 2013 Winner – Overall Undergraduate Division
- 2012 Winner – Graduate Division – 3rd round
Final Four – Undergraduate Division
Second Place overall

At the **International Collegiate Sales Competition (ICSC):**

- 2017 Speed Selling Champion
- 2012, 2013 & 2014 Final Four – Individual

2020 NCSC Role Play Coaches, Mickey Schneider, Vicki West and Sarah Grizzle



www.txstsalescenter.com

