News Release

For Immediate Release

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**Texas State University**

**National Collegiate Sales Competition –Graduate Division Winner**

**Graduate Division Winner – Opening Sales Call – Ms. Madison Ivers, Texas State  
Graduate Division Winner – Team Sales – Ms. Madison Ivers & Ms. Katy O’Brien**

**Graduate Division 2nd Place - Sales Maintenance Call – Ms. Katy O’Brien – Texas State**

**Overall Graduate Division Winner – Ms. Madison Ivers and Ms. Katy O’Brien  
Texas State University**

**San Marcos, Texas State University - San Marcos** — Nearly 146 college students from 73 universities traveled to Georgia for a chance to compete at the 20th Annual National Collegiate Sales Competition (NCSC), hosted by the Coles College of Business at Kennesaw State University April 3 – April 6, 2018. These students are not just competing for the title of champion. They are also competing for job offers from Fortune 500 recruiters from across the world. The NCSC has become an annual hot spot for recruiters who want to hire the top sales students in the United States.

The NCSC, the world’s largest continuing collegiate sales competition, pits top sales students in a test of live role-play, one-on-one sales call challenges. Each sales call is broadcast live to locations across campus where college faculty from across the country and recruiters from sponsoring companies participate as judges and evaluate each student’s performance.

Representing the undergraduate division for Texas State were Evan Jackson and Tori Green with Antoine Lolliot and Taylor Walker serving as coaches and alternates. Representing the graduate division for Texas State University were Madison Ivers and Katy O’Brien. Jeremy Cox served as the graduate team student coach. The faculty coach was Vicki West. Results and this year’s winners are as follows:

Four live rounds of competition allow the students to hone their professional sales skills, and the individual and team results are both important. Two undergraduate participants combine their scores for the overall team awards.

**Undergraduate Division – FINAL FOUR WINNERS**

* 1st Place: Heidi Surdyk, Michigan State University - 2018 NCSC Overall Champion
* 2nd Place: Rachel Kipper, Kansas State University – 2018 NCSC 1st Runner Up
* 3rd Place: Alexis Anderson, Cal Poly San Luis Obispo University NCSC 2nd Runner Up
* 4th Place: [Omar Nasser, University of Central Florida – 2018 NCSC 3rd](http://www.ncsc-ksu.org/2014-winners/koral-pischer-2014-ncsc-3rd-runner-up-video.html) Runner Up

The overall Graduate Division Team Champion is also determined by cumulative points in all three graduate rounds, highlighting the importance of both individual and team sales ability.

**Graduate Division – Winners – Three Rounds**

* 1st Place – Round One – Madison Ivers
* 1st Place – Round Two – Madison Ivers and Katy O’Brien
* 2nd Place – Round Three – Katy O’Brien
* **Overall Champion:** Texas State University

Madison Ivers, the graduate division co-winner for Texas State, had this to say, “It’s strange to think that after four months of practicing, all of our hard work boils down to three rounds, separated into increments of 20 or 30 minutes. However, the dedication and hard work obviously paid off! Having competed at NCSC as an undergraduate, I had made it my personal goal to bring home a win for Texas State University as a graduate competitor. I am so proud for both my partner, Katy O’Brien, and for myself.” Dr. Terry Loe, at Kennesaw State, the host university, provided students with relevant challenges that sales professionals face to help further our careers and then provide us with access to premier companies to jump start it the very same day. This competition continues to raise the bar for the sales profession."

Katy O’Brien, also a graduate division winner, stated, "The National Collegiate Sales Competition truly is the best opportunity for sales students to showcase their skills. I can’t say it was easy by any means, but what I enjoyed the most was meeting driven individuals from all across the nation who have that same die hard passion for professional sales. I am so thankful for not only this opportunity but for the hard work of all the competitors and faculty at the participating universities, as well as the NCSC sponsors. They are extremely dedicated to our career success.”  
  
Multiple sponsoring companies and 73 universities participated, including: ADP, Henry Schein, Tom James, TekSystems and Gartner, the Executive product sponsor for 2018. Previewing elite up-and-coming sales talent who can add value to their respective organizations and is one of the reasons for their involvement. Additionally, the excellent companies listed above also partner locally with Texas State University’s Center for Professional Selling.

**About NCSC**

Inaugurated in 1999, the National Collegiate Sales Competition (NCSC) is the largest and oldest sales role-play competition in existence. Its mission is to enhance the practice and professionalism of the sales profession. Each year, the NCSC hosts the top collegiate sales talent and sales faculty from the most elite university sales programs in North America. Sales students are provided a venue for sharpening their sales skills in a highly competitive environment and networking with their peers and sales faculty from across the United States. NCSC corporate sponsors have the opportunity to network with and preview the elite talent and greatly contribute to their education and careers and in turn make a great investment in the future of the sales profession. For more information, visit [www.ncsc-ksu.org](http://www.ncsc-ksu.org).

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