April 5, 2024

**McCoy College of Business - Center for Professional Sales
Wins “Best Sales Program”**

(San Marcos, TX. – for immediate release) On April 5,2024, in Atlanta, Ga., The Center for Professional Sales at Texas State University was awarded the "Best Sales Program" by their accrediting agency, the University Sales Center Alliance (USCA). The accrediting agency is composed of over eighty-five sales centers throughout the United States, Canada, Germany, Austria, and The Netherlands. The Center for Professional Sales at Texas State is the first program in the world to receive the award.

The selection was made by the USCA Executive Committee, and the selection criteria were as follows:

·       How the program **exposes industry** and other universities to the USCA and to sales education; **offers innovative programming**; **provides experiential learning** opportunities for students; ensures students meet requirements for the USCA Certified Sales Student Program; **promotes the mission and values** **of the USCA**; and maintains an active involvement in the organization.

Elizabeth Terrell, Chairman of the Center for Professional Sales Advisory Board and who is the UPS - Vice President of Sales & Solutions-Americas, had this to say, “*We are truly honored and humbled with the “Best Sales Program” award.  I am extremely proud of this program and the top students that UPS and others have hired for decades. This program is vital for students as they learn the practice of sales management, negotiation skills, global sales internships and best in class professors/faculty.  All students come well prepared to deliver results for any company that hires from Texas State.*

The Center for Professional Sales at Texas State became a fully accredited program in 2012, after being in development for many years. The Center was reaccredited in 2020 and continue to develop new initiatives such as global sales internships for UPS in Barcelona, Spain, North American Plastics in Toronto, Canada, and Caterpillar in London, England. Also, very popular among the Center’s corporate partners are the site visits and the semi-annual Interview Express event where hundreds of sales students seek internships and full-time employment. Increasing relevant academic research in collaboration with their partners is also a top priority.

The Founding Director of the Center for Professional Sales, Vicki West, added, *“The reason we have succeeded is because of our “Best of Breed” partners, our outstanding sales faculty who personify the team approach, and, most importantly, the strong work ethic of our students. The students are so proud to represent the sales center, and pride in their work shines through when they begin their careers with our corporate partners.*

For more information, please contact Vicki West at [www.txstate.edu](http://www.txstate.edu).