

UNIVERSITY SALES COMPETITIONS



Unique Events Showcase the Next Generation of Sales Professionals

University sales competitions provide opportunities for professional sales students to showcase their talents while networking with fellow students and potential employers. Some competitions focus on regional attendance, while many others have become international in nature, attracting students all over the world. These events vary in format, from role-play, team selling and speed selling, to “elevator pitch” exercises. Sales competitions have become “the” premier venues for top sales organizations to meet the future generation of sales professionals and see them in action.

University Sales students recognize these events are opportunities to refine their classroom skills in highly competitive environments. Top sales organizations send representatives to serve as judges, prospects or buyers. Many competitions include corporate mixers, career fairs and networking events. Recent additions to the landscape focus on first and second year students and feature bilingual competition.

To find out more about each of the listed competitions, contact the individuals at the various events.

<p>FEBRUARY, 2019 TBD</p> <p>Arizona Collegiate Sales Competition (ACSC)</p> <p>ARIZONA STATE UNIVERSITY</p>	<p>ACSC features a sales role play and 60-second visume (submitted in advance). The sales role play consists of three rounds and serves as a warm-up to the National Collegiate Sales Competition. Industry professionals serve as buyers and judges for the role play competition and judge the visumes. Students participate in a career networking event with 20 firms. This year's competition includes 8 universities and will be held at Insight's corporate headquarters in Tempe, AZ</p> <p>Year Founded: 2016 Contact: Detra Montoya, detra.montoya@asu.edu</p> <p>https://wpcarey.asu.edu/marketing-degrees/calendar-of-events</p>
<p>SEPTEMBER 21, 2018</p> <p>Ball State University Regional Sales Competition</p> <p>BALL STATE UNIVERSITY</p>	<p>The BSU Regional Sales Competition serves as a warm-up for the National Collegiate Sales Competition (NCSC). BSU offers 2 competition tracks—developmental and competitive. Competitors engage in a fifteen-minute sales call role-play with a business executive and receive performance feedback from industry professionals immediately following their sales calls. Industry professionals and sales experts participate as judges and buyers during the competition. The highest scoring performers (competitive track) advance to a second round role play.</p> <p>ADDITIONAL EVENTS: Cash prizes are offered to the top finishers competing in the competitive role play track. The competition also features a mixer/Networking dinner along with bowling and billiards on Thursday evening with the full-day competition on Friday.</p> <p>Year Founded: 2003 Contact: Deva Rangarajan, salescenter@bsu.edu Julie Eiser, jeiser@bsu.edu</p> <p>http://salescenter.wix.com/bsu-competition</p>
<p>MAY 30-31, 2018</p> <p>Salesforce European Sales Competition (ESC)</p> <p>EURIDIS BUSINESS SCHOOL FRANCE</p>	<p>As part of an initiative to increase the attractiveness of B2B sales focused university programs in Europe and at the same time push excellence in sales to the next level, the 2018 ESC will bring together 60 to 80 sales majors from 20 European universities to compete centrally on a Salesforce sales case, a speed selling and potentially a serious prospecting game. Maximum 20 participating universities, international jury track open to non European universities within availabilities.</p> <p>Year Founded: 2013 Contact: Bernard Hasson, b.hasson@euridis.net</p> <p>https://www.europeansalescompetition.com/</p>
<p>FEBRUARY 27 – MARCH 2, 2019</p> <p>Global Bilingual Sales Competition (GBSC)</p> <p>FLORIDA INTERNATIONAL UNIVERSITY</p>	<p>FIU's Global Bilingual Sales Competition is the only event of its' kind, bringing students from across the globe to compete in both English and Spanish. The competition consists of simulated role plays in which students sell to a buyer from a global organization. Students must conduct sales calls in English only, Spanish only, and English/Spanish. The role plays are conducted in FIU's Global Sales Lab, housing 12 rooms with recording capabilities. Judges and Sponsors have access to live videos.</p> <p>ADDITIONAL EVENTS: Global Exchange, a speed networking event; Career Expo, sales and marketing career fair; Domino and Salsa Night.</p> <p>Year Founded: 2016 Contact: Dr. Nancy Rauseo, xrauseon@fiu.edu</p> <p>www.fiuglobalsales.com</p>
<p>NOVEMBER 7-10, 2018</p> <p>International Collegiate Sales Competition (ICSC)</p> <p>FLORIDA STATE UNIVERSITY</p>	<p>Held at the Caribe Royal Resort in Orlando, FL, ICSC is one of the largest sales competitions. The 2017 event featured 70 universities, 140 role-play competitors and 120 Sales management case competitors. The role-play competition is all B2B role-play—focusing on one major account sale in four connected role-plays. The final round is a meeting with the final C-level decision-maker. The Sales Management case competition, focusing on a challenging sales management issue, is judged by senior corporate executives.</p> <p>ADDITIONAL EVENTS: Career Fair with over 40 Recruiting Companies; Complimentary tickets to Theme Park for students and coaches.</p> <p>Year Founded: 2011 Contact: Pat Pallentino, ppallentino@fsu.edu</p> <p>http://fsusalesinstitute.com/icsc</p>

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<p>MARCH, 2019 TBD</p> <p>Redbird Regional Sales Competition (RRSC)</p> <p>ILLINOIS STATE UNIVERSITY</p>	<p>Meet amazing sales students from 10+ sales program universities from throughout the Midwest—all prepping for the NCSC. See your next top performer in action! Judge the role plays of the 40 students competing, be a mock buyer in three sales role play rounds, and help determine the winner. 40 contestants, 25 sales student volunteers, 65+ students to network with.</p>
	<p>ADDITIONAL EVENTS: Three rounds of role plays, two breakout sessions, awards ceremony—all in one day! Sponsor facilitated breakout sessions, station recruiters in the networking atrium, meet your next super star!</p>
	<p>Year Founded: 2018</p> <p>Universities Contact: Duleep Delpechitre, dsdelp@ilstu.edu Companies Contact: Michael Boehm, mboehm@ilstu.edu (309-438-2954)</p>
	<p>https://business.illinoisstate.edu/psi/rrsc/</p>

<p>APRIL 3-6, 2018</p> <p>National Collegiate Sales Competition (NCSC)</p> <p>KENNESAW STATE UNIVERSITY</p>	<p>NCSC, the oldest and largest university sales competition, includes universities from North America and Europe. The format is an elimination style tournament of 20 minute Sales Call Role-Plays and five rounds of competition. Industry professionals and sales experts from academia participate as judges and industry professionals serve as prospects/buyers throughout the event. Prior to NCSC, sponsors are provided resumes of all participating sales candidates and access to competition recordings post-event for a limited time.</p>
	<p>ADDITIONAL EVENTS: A sponsor exclusive sales career expo runs in conjunction with the first two days of competition. An informal networking event is held that includes food, music, games, billiards and bowling. The Final four are announced during the networking event. The Championship Round and NCSC Awards Banquet are held on the final day.</p>
	<p>Year Founded: 1998</p> <p>Contact: Dr. Terry W. Loe, tloe@kennesaw.edu Ms. Mary Foster, mfoster@kennesaw.edu</p>
	<p>www.NCSC-ksu.org</p>

<p>NOVEMBER 14-16, 2018</p> <p>National Sales Challenge (NSC)</p> <p>WILLIAM PATERSON UNIVERSITY</p>	<p>NSC Role-Play Competition: Students engage in a fifteen-minute sales call role-play with a business executive. This segment has two rounds and a final. Speed-Sell: Students create a two-minute sales pitch about themselves. The 3-day competition is held at the state-of-the-art Russ Berrie Institute for Professional Sales Labs with judges drawn exclusively from the industry. Sponsored by leading corporations, the event also features corporate presentations and job interviews.</p>
	<p>ADDITIONAL EVENTS: Table-Talk: Features executives in a small group setting. Participants are encouraged to attend – this may be used to break ties. Corporate Presentations: Companies present career opportunities at pre-assigned slots. Companies also may invite students to assigned interview rooms. NSC also features a high energy boot camp conducted by senior sales executives in a small group, interactive setting.</p>
	<p>Year Founded: 2007</p> <p>Contact: Lisa Wright, WrightE@wpunj.edu Prabakar 'PK' Kothandaraman, kothandaramanp@wpunj.edu</p>
	<p>http://rbisaleschallenge.wpunj.edu/</p>

<p>OCTOBER 11-12, 2018</p> <p>National Team Selling Competition (NTSC)</p> <p>INDIANA UNIVERSITY KELLEY SCHOOL OF BUSINESS</p>	<p>NTSC is a team selling competition that attracts undergraduate sales students from America's leading universities who wish to pursue high-level, complex sales careers. Altria and 3M develop the case, role-play as buyers and senior management, and serve as judges. Cash prizes: 1st place, \$3,000; 2nd place, \$2,000; 3rd place, \$1,000. A networking reception is included for all participants.</p>
	<p>ADDITIONAL EVENTS: Three rounds of role plays, two breakout sessions, awards ceremony—all in one day! Sponsor facilitated breakout sessions, station recruiters in the networking atrium, meet your next super star!</p>
	<p>Year Founded: 2006</p> <p>Contact: Sonya Dunigan, skduniga@indiana.edu</p>
	<p>gokelley.iu.edu/ntsc</p>

<p>NOVEMBER 2-3, 2018</p> <p>Northeast Intercollegiate Sales Competition (NISC)</p> <p>BRYANT UNIVERSITY</p>	<p>The NISC prepares students for sales careers by providing individualized immediate feedback from sales professionals in written and verbal format during the tournament-style four-round sales competition and elevator pitch competition. Sessions in improv-training promote adaptive selling, tapping into social media to keep the connection alive between well-trained sales students and the exceptional employers they meet at the competition.</p>
	<p>ADDITIONAL EVENTS: Social Media Competition, e-pitch competition, live product/case training with the company, networking/recruiting lunch, networking reception, awards ceremony, skill-building, improv and faculty sessions to advance sales education.</p>
	<p>Year Founded: 2012</p> <p>Contact: Stefanie Boyer, sboyer@bryant.edu</p>
	<p>http://nisc.bryant.edu/</p>

<p>Regional conferences held each Fall; National Convention held each April.</p> <p>PRO-AM SELL-A-THON®</p> <p>PSE REGIONAL LOCATIONS</p>	<p>The Pro-Am Sell-a-Thon® is open to collegiate members of Pi Sigma Epsilon. The competition is held at five regional conferences (includes prizes for first and second place) and the National Convention. Prior to each regional and national competition students must review sales modules from Carew International and set an appointment that is scored. Carew provides additional training to students and professionals who serve as coaches. Students and coaches spend time refining the 12 minute, business to business, sales call role plays.</p>
	<p>ADDITIONAL EVENTS: Regional conferences—Networking Reception and Career Fair. National competition—Networking Reception and Career Fair.</p>
	<p>Year Founded: 1952</p> <p>Contact: Joan Rogala, CEO, joan.rogala@pse.org</p>
	<p>www.pse.org</p>

<p>OCTOBER 27, 2018</p> <p>Steel City Sales Challenge (SCSC)</p> <p>DUQUESNE UNIVERSITY</p>	<p>University sales education impacts sales career success, and the Steel City Sales Challenge, a regional experiential sales competition hosted by the Center for Leadership in Professional Selling at Duquesne University, provides an opportunity for students to gain experience in business-to-business professional selling with feedback from experienced sales professionals. Registration is limited to 30 students who compete in a preliminary sales role-play competition round, with top scorers moving on to a final sales role-play round.</p>
	<p>ADDITIONAL EVENTS: The SCSC experience includes lunch, networking, an awards ceremony, and up to \$5000 in scholarships.</p>
	<p>Year Founded: 2017</p> <p>Contact: Dr. Dorene Ciletti, Ciletti@duq.edu</p>
	<p>http://www.duq.edu/academics/schools/business/undergraduate/academics/minors/sales/steel-city-sales-challenge</p>

<p>OCTOBER 18-20, 2018</p> <p>The Great Northwoods Sales Warm-Up</p> <p>UNIVERSITY OF WISCONSIN-EAU CLAIRE</p>	<p>The Great Northwoods Sales Warm-Up is the first, highly personalized, competition of the year. We invite approximately 20 universities (3 students each) from across the country. We take pride in the quality of sales programs attracted to our event over the past 11 years. Our goal is to have students work hard but also have fun along the way. Students are guaranteed to participate in two 20 minute role plays and also receive immediate feedback from the sponsor judges.</p>
	<p>ADDITIONAL EVENTS: The Warm-Up also includes a full day career fair that runs in conjunction with the competition.</p>
	<p>Year Founded: 2007</p> <p>Contact: Jerry Kollross, kollrogm@uwec.edu Jessica Gardner, gardnejj@uwec.edu Bob Erffmeyer, erffmerc@uwec.edu</p>
	<p>http://www.uwecsaleswarmup.com/</p>

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<p>MARCH, 2019 TBD</p> <p>UK University Sales Competition (UKUSC)</p> <p>EDINBURGH NAPIER UNIVERSITY SCOTLAND</p>	<p>Academics/ Coaches and students from 15 Universities across the UK (and representative Universities from the USA) will take part. Selling skills and sales competencies of the student competitors are assessed in a business-to-business role plays. The product for sale is a Gartner product/ service. Gartner is the main sponsor. The event is attracting over 55 students and is supported by Gartner, Textron, Salesforce, APS, ISM and I-Connect.</p>
<p>ADDITIONAL EVENTS: The UKUSC will include in addition to the sales role-play element, networking opportunities via a SpeedSell ice breaker event. The keynote speaker is Professor Neil Rackham who will also conduct a seminar for Sales Academics/ Coaches.</p>	<p>Year Founded: 2018 Contact: Tony Douglas, t.douglas@napier.ac.uk Sharyn Wilde, s.wilde@napier.ac.uk</p>
<p>http://www.ukuniversitysalescompetition.co.uk/</p>	
<p>FEBRUARY 21-23, 2019</p> <p>University of Toledo Invitational Sales Competition (UTISC)</p> <p>UNIVERSITY OF TOLEDO</p>	<p>UTISC is the nation's first and only national sales competition to focus exclusively on juniors, sophomores, and freshmen and is uniquely positioned to help sponsors proactively balance their national sales talent pipeline across 36 universities. The tournament style competition has a Junior Division and a Sophomore/Freshman Division so the competition and recruitment are transparent and fair. This year's Junior Division contains next year's seniors; FIND—THEM—FIRST! This format helps universities engage and develop more students and earlier so they can grow enrollments.</p>
<p>ADDITIONAL EVENTS: Coaching/Interviewing sessions pair up the competitors and alternates with different sponsors three times during the event, concurrent career fair, faculty/sponsor reception, awards reception, and social entertainment. Resumes and contacts sent two weeks in advance.</p>	<p>Year Founded: 2016 Contact: Deirdre Jones, Director, deirdre.jones@utoledo.edu</p>
<p>http://www.utoledo.edu/business/essps/utisc/</p>	
<p>APRIL 19-20, 2018</p> <p>Western States Collegiate Sales Competition (WSCSC)</p> <p>CALIFORNIA STATE UNIVERSITY, CHICO</p>	<p>The WSCSC is an exciting event for university sales students, corporate recruiters, and faculty. Students compete in role-plays featuring Henry Schein products. The competition includes a Corporate Connect event on Thursday evening and a competition, various mixers, interviews, and a banquet on Friday. Nineteen universities are competing in the 2018 event and competitors are judged by representatives from 20+ corporate partners. The competition provides complimentary hotel accommodations and food.</p>
<p>Year Founded: 2005 Contact: Brittany Fortune, bfortune@csuchico.edu</p>	<p>http://www.csuchico.edu/cob/students/beyond-classroom/professional-sales/western-states-collegiate-sales-competition.shtml</p>
<p>OCTOBER 20, 2018</p> <p>West Virginia University Regional Sales Competition</p> <p>WEST VIRGINIA UNIVERSITY</p>	<p>The WVU Sales Competition is open to students from West Virginia, Pennsylvania and Ohio. Students compete in a role play exercise judged by working sales professionals. The top finishing students advance to a second round role play while all other students participate in an elevator pitch exercise. All competitors and faculty coaches enjoy a complimentary lunch and post competition reception. Registration will open August 1, 2018.</p>
<p>Year Founded: 2013 Contact: Dr. Michael Walsh, Michael.walsh@mail.wvu.edu</p>	<p>https://business.wvu.edu/wvu-sales-competition</p>