



NATIONAL SALES CHALLENGE

NOVEMBER 13-15, 2013

WILLIAM PATERSON UNIVERSITY
COTSAKOS COLLEGE OF BUSINESS
WAYNE, NEW JERSEY

Showcasing
& sales skills

Connecting future
sales leaders
with Top Business Executives



R RUSS BERRIE INSTITUTE
NATIONAL SALES CHALLENGE

WILLIAM PATERSON UNIVERSITY



7th Annual **RBI** **National** **Sales** **Challenge**



Elevating the
Profession of **Sales**

The Russ Berrie Institute for Professional Sales (RBI) at William Paterson University's Christos M. Cotsakos College of Business is pleased to host the 2013 RBI National Sales Challenge. In this three-day event, top sales students from across the country meet with representatives from major corporations for an exciting sales competition designed to:

- Hone students' sales skills as they gain candid feedback on their sales abilities from corporate executives
- Help students obtain real-world business knowledge and make valuable contacts with executives from a wide range of companies seeking to hire bright new sales professionals
- Allow sponsoring companies to meet and evaluate up-and-coming sales leaders, showcase their organizations, and network with other firms

The RBI National Sales Challenge Features Two Competitive Events:

- **Sales Call Role-Play:** Students engage in a fifteen-minute sales call role-play with a business executive. The role-play is then evaluated and scored on various aspects of the sales call, including approach and overall communication effectiveness, as well as ability to gather information, identify needs, provide information, present solutions, resolve concerns, and gain a commitment.
- **Speed Selling:** Students create a two-minute sales pitch about themselves. Then each student meets individually with an executive and makes a two-minute pitch highlighting the reason he or she should be hired. A one-minute question and answer session follows; then, the student moves on to the next executive.

Awards will be presented to the top individual performers and school teams in each category. Additionally, there will be a championship round with awards for overall individual scores.

- **Awards Dinner Cruise:** Our competition will conclude with an awards dinner cruise. Enjoy breathtaking river views of New York City and the Statue of Liberty as we celebrate the many successes of the competition.



2012 Sponsors

- ADP
- HESS
- Reckitt Benkiser
- Reynolds & Reynolds
- EMC Corporation
- HILTI
- McKesson
- RBI Foundation
- Tom James
- Avis Budget Group
- Axa Advisors
- Canon
- Cenergy IT
- DHL
- Konica Minolta
- Paycom
- Stryker Orthopaedics

2012 Participating Schools

- Ball State University
- Baylor University
- Campbellsville University
- Edimburg Napier University
- Elon University
- Florida State University
- Illinois State University
- Kansas State University
- Kennesaw State University
- Middle Tennessee State University
- Nicholls State University
- Penn State Harrisburg
- Purdue University
- Salisbury University
- Siena College
- Temple University
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- University of San Francisco
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- University of Wisconsin Eau-Claire
- University of Wisconsin - Parkside
- Virginia Tech
- Western Michigan University
- West Virginia University
- Widener University
- William Paterson University
- Windesheim University

About the Russ Berrie Institute for Professional Sales

Representing a unique partnership between the private sector and higher education, the Russ Berrie Institute for Professional Sales (RBI) at William Paterson University was established by Russ Berrie, the late founder, chairman, and chief executive officer of Russ Berrie and Company, Inc., to elevate the profession of sales with programs for students and business professionals. A wide range of services are available through RBI, including consulting, customized solutions, and sales development programs for businesses seeking to maximize the effectiveness of their sales programs.



"We have found many talented individuals from the National Sales Challenge that have gone through our hiring process and have excelled in our program. We have also learned as individuals many new techniques that can help us in the marketplace."

Dorian Amador
Reynolds & Reynolds

"The opportunity to be a part of the NSC has allowed my company to have one on one encounters with students in a fun and competitive environment."

Over the past year ADP has brought on interns and full time employees that already have impacted our business in a positive way."

Shane Burke
ADP

Sponsorship Information

Gathering the top sales talent in the country requires a personal commitment from the students, a time investment from professionals, and financial sponsorship from industry.

Support from corporations and organizations is critically important to the success of the RBI National Sales Challenge. Several levels of support are available to assist in creating this annual forum for the best salespeople and organizations to meet and compete.

Sponsors meet with and evaluate the leading sales talent in the country, showcase their organizations, network with other firms, and receive positive exposure through press releases and other marketing materials.

For sponsorship information and application, please visit us on the web at www.rbinationalsaleschallenge.com or contact the director of RBI National Sales Challenge, Professor Tim Werkley, by email at werkleyt@wpunj.edu, or phone 973.720.3855 today.

"The National Sales Competition introduced Elon students to the profession of sales and provided a phenomenal opportunity to network with employers. Two students who participated are currently employed by NSC sponsors"

Michael Rodriguez, Ph.D.
Elon University

"We are amazed and inspired by the skill and talent these students bring to the sales profession. We look forward to supporting the National Sales Challenge and awarding partnership"

Brian Ferriera
McKesson Corporation

"The entire event was challenging and memorable. Competing against the top sales students across the country is a life-changing experience. I have an opportunity for two jobs already!"

Steve Harvey
University of Toledo

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