

Sales At Bloomsburg University Newsletter

BU Sales Team at the NCSC



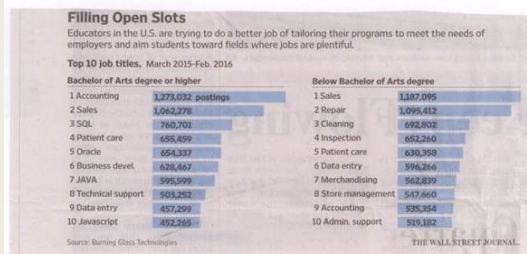
The BU Sales Competitors at the National Collegiate Sales Competition (NCSC): from left to right, Connor Gades, Bryan McCall, Maura Kranzel, Justin Cristelli, Dr. Monica J. Favia (coach), Robert Fontenalla, Evan Lepovetsky

This year at the NCSC held April 1- 4, the Graduate team of Connor Gades and Bryan McCall received an award for placing Third in the Team Sell at the competition. In addition Maura Kranzel qualified for the quarter-finals. 134 students from 67 Universities competed. This year saw BU once again advance in the overall rankings at the NCSC. Last year BU was ranked 30th overall this year BU advanced to 22nd.

The NCSC, now in its 18th year, is the oldest and largest and most prestigious sales competition in the country with 67 Universities competing including two international teams over the three day period. This year there were 57 companies at the career fair eager to hire sales graduates. Our students have numerous interviews set- up and two have job offers.

Study from Burning Glass Technologies Shows Sales as the Number Two Job Opening.

Wall Street Journal April 4, 2016 page A2



A report in the April 4, 2016 issue of the *Wall Street Journal* reports that Sales is the number two open job title employers are searching for with bachelor degree requirements. BU's sales program is well positioned to fill this need.

UPS Internal Sales Challenge



The final three were from left to right, Joshua Salak, Alexander Fuschman and Maura Kranzel. Final results were 1st – Alexander Fuschman, 2nd – Maura Kranzel and 3rd – Joshua Salak.

This year saw BU hold its first ever internal sales' competition sponsored by UPS. Sixteen BU students and two students from Husson University in Bangor, Maine competed for the top three prizes: first – an iWatch, second – an iPad and third – a \$100 Amazon gift card. Students competed in fifteen minute role-plays as UPS salespeople calling on an automotive parts manufacturer. Judges and buyers were corporate volunteers.



Finally, ten employers were at the accompanying career fair with jobs and internships for BU sales students.