

TEXAS STATE UNIVERSITY /
MCCOY COLLEGE OF BUSINESS

SALES TEAMS EXCEL AT ICSC, ZAMPONI CLAIMS NATIONAL TITLE IN SPEED SELLING

November 20, 2023



McCoy College of Business Sales Team competitors and faculty coaches (left to right): Wayne Noll, Dr. Aditya Gupta, Molly Akers, Ashley Zamponi, Ashlyn McGaughan, Micaela Tejada, Joshua Posey, Monique Sevin, Bryson Moore, and Derrek Schartz. Not pictured: Guillermo Olvera.



Ashley Zamponi

ORLANDO, Florida — Seven students from the McCoy College of Business at Texas State University represented the Center for Professional Sales at the 12th Annual [International Collegiate Sales Competition](#) (ICSC) in Orlando, Nov. 1-5. In the speed selling category, McCoy College marketing student Ashley Zamponi finished first in the nation.

The competition, also known as the Collegiate World Cup of Sales, was hosted by Florida State University. The mission of the competition is to develop critical sales skills needed by today's sales graduates and foster best practices among sales organizations worldwide.

Texas State's team consisted of Zamponi, Bryson Moore, Micaela Tejada, Ashlyn McGaughan, Guillermo Olvera, Molly Akers, and Josh Posey. The team's coaches were McCoy College faculty members Wayne Noll, Dr. Aditya Gupta, and Derrek Schartz, along with graduate assistant Monique Sevin.

Along with Zamponi's national title in speed selling, McGaughan and Olvera also contributed to overall point totals. There were over 160 competitors in this event. In the final round, each competitor had 90 seconds to demonstrate why they would be the best choice for a sales position at a premier provider of custom-made clothing.

McCoy College's role play team, consisting of Moore and Tejada, finished sixth runner-up out of 80 universities. Moore advanced to the semifinal round in the role play category, while Tejada advanced deep into the quarterfinals.

The sales management case competition team of Akers and Posey finished strong as well. They were tasked with providing numerous solutions to an organization's sales team.

"Our students have a tremendous work ethic, great attitude, and are very competitive," Noll said. "We knew they would be ready."

Vicki West, Director of the Center for Professional Sales, added: "The role play team, the case competition team, and the speed selling team all distinguished themselves."

The student competitors said that the opportunity to be a part of a selling team from the McCoy College of Business is truly an honor. In a statement from the Center for Professional Sales, they stated: "Being able to continue the tradition of performing at the highest level is extremely inspirational. We are so thankful for the support of the Center for Professional Sales. The opportunities for our future employment has been greatly enhanced by this unforgettable experience. We are so grateful."

The Center for Professional Sales is a member of the [University Sales Center Alliance](#).

For more information about the competition, contact Wayne Noll, assistant director of the Center for Professional Sales at Texas State University, at an23@txstate.edu.

For more information about this story or other news, email Twister Marquiss, manager of marketing and communications for the McCoy College of Business, at twister@txstate.edu.

About the McCoy College of Business

Established in 1970, Texas State's business school officially became the McCoy College of Business in 2004 following a donation of \$20 million by Emmett and Miriam McCoy. The college, which offers classes in both San Marcos and Round Rock, is accredited by AACSB in both business and accounting, and has graduated nearly 44,000 alumni.