

**SALES & NEGOTIATIONS CENTER NEWSLETTER**

# Indiana State University

Scott College of Business  
Sales and Negotiations Center

## Sales Success for the Sycamores

### [RNMKRS Virtual National Sales Competition](#)



Our students demonstrated their sales prowess by selling to an artificially intelligent animated bot in this digital competition on April 15 & 16, 2020. More than 1,300 students participated from 49 universities.

Hunter Diveley (Pictured to the Right), a junior marketing major at ISU, won the entire competition. Senior marketing major, Sarah Padan (Pictured Below) finished in seventh place. Overall, ISU had 5 students finish in the top 10%. This continues ISU's winning run within RNMKRS as Kenadi Hollis, a senior marketing major, was the winner of the inaugural RNMKRS Competition in Fall 2019.



### [ISU Elevator Pitch Competition](#)

Our Elevator Pitch Competition Finals Day was held on Friday, April 24th. The qualification round included over 50 submissions. This was our first Elevator Pitch Competition held virtually and our top 11 students were invited to participate with a tie for 10th.

Thank you to the following for serving as judges for this competition: Sherwin-Williams, United Rentals, and Midwest Communications, Inc.

Congratulations to our finalists!  
Winner: Sarah Padan  
(Pictured to the Right)  
1st Runner-Up: Sarah Alzahrani  
2nd Runner-Up: Hannah Southwood



Want to learn how you can get involved with the Sales and Negotiations Center?

Contact SNC Director, David Fleming at [David.Fleming@indstate.edu](mailto:David.Fleming@indstate.edu)

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[www.linkedin.com/company/isusnc](http://www.linkedin.com/company/isusnc)



Full Member

## Reverse Career Fair

For the Business Negotiations course taught by Dr. Fleming, students participated in a reverse career fair as their final exam the first week of May. Students were asked to share their features, advantages, and benefits for future employers. As a senior-level course, this assignment pushed our soon-to-be graduates to tie their knowledge obtained from the course with the ability to position themselves for their future career. This was the first time the Reverse Career Fair was held online. Students displayed what they learned throughout their coursework and their preparedness to begin their career as a Sycamore graduate.

## Speed Selling Competition

The Professional Selling and Salesforce Management courses taught by Dr. Ferguson participated in the Speed Selling Competition as their final exam during the first week of May. Students were asked to record their video as a two-minute sales pitch about themselves to then upload via Big Interview on the Career Center webpage. Our students were pitching themselves to a company representative to combine their selling skills learned in class while exhibiting their ability to communicate with organizations. These skills will be important for their future communications with organizations and beyond.

### JOIN THE ISU SALES TEAM

Compete for cash prizes  
Travel the country  
Network with top companies  
Develop professionally

Our '20-'21 team will form at the beginning of the Fall 2020 semester.



If interested, contact  
Dr. Ferguson (Sales Coach)

Federal Hall, Room 215  
812-237-2116  
Ricky.Ferguson@indstate.edu

### May Spotlight

### Hunter Diveley

In addition to his win of the RNMKRS Competition, Hunter has been an instrumental member of the ISU Sales Team. Hunter is from Effingham, Illinois and wrapping up his junior year as marketing major with a sales management concentration.

"Being a part of the sales team has allowed me to apply what I've learned in the classroom to the real world. I have had the opportunity to showcase my skills in front of a variety of companies I would typically not have access to and compete with amazing like-minded students from all over the country," Hunter said about his experience on the Sales Team.

When asked about his experience with the sales program, Hunter said, "Dr. Ferguson and Dr. Fleming have helped tremendously, from teaching the fundamentals of selling and negotiations based on their own experiences, helping gather knowledge and insight about each company and what we are tasked with selling, and participating as excellent role play customers. I truly would not be here today without these two and the rest of my team."

Congratulations Hunter!

