



JERRY S. RAWLS

COLLEGE OF
BUSINESS

TEXAS TECH

Center for Sales Excellence

The Center for Sales Excellence's mission is to advance the knowledge and professional practice of sales and customer relationship management by providing educational and research opportunities to students, faculty, and corporate professionals. This mission is in support of five central goals:

SALES CERTIFICATION

Undergraduate Certificate available to students who complete all four Sales Classes: Personal Selling, Sales Management, Sales Analytics and Data Driven Sales Strategy, and Customer Relationship Management.

SKILLS TRAINING & DEVELOPMENT

Four Part Sales Skills Series with open sign up for all colleges with focus on Elevator Pitch, Networking, Negotiating, and Closing.

SALES LEADERSHIP GROUP

Sales-focused student organization with advisors from the Sales faculty. Students commit to 12 hours of participation, all 4 parts of the Sales Skills Series, and corporate sponsored networking events, and participate in internship and interview building activities

STUDENT COMPETITIONS

Opportunities for mentoring and coaching by faculty and industry partners to enhance sales skills and compete in intercollegiate sales competitions.

PARTNERSHIPS

Support opportunities available including Advisory Council service, talent acquisition, and engagement with students in the classroom, training and development, and social and networking events.

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Excellence. Built on Rawls.

CENTER FOR SALES EXCELLENCE

☐ **Advising Member | \$10,000 annual gift with 5 year commitment**

- Representation on inaugural Center for Sales Excellence Advisory Council*
- Recognition as Advising Member in annual reports, website listings, and all communication from program director to the Sales Leadership Group student organization.
- Invitation to social and networking events with students and industry.
- Participation in the Sales Skills Series.

☐ **Annual Member | \$5,000**

- Recognition as Annual Member in annual reports, website listings, and all communication from program director to the Sales Leadership Group student organization.
- Invitation to social and networking events with students and industry.

☐ **Partnership Opportunities | \$2,500 - \$5,000+**

- Includes recognition at individual networking events, student competitions, and Sales Skills Series presentations.**

To become an **Advising Member** of the Center for Sales Excellence, or to discuss individual event **Partnership Opportunities**, please reach out to the Rawls College Office of Development at give2rawls@ttu.edu or (806) 834-6827.

To become an **Annual Member** of the Center for Sales Excellence for the current academic year, please visit the website below to make your annual gift of \$5,000:



*Members of the Center for Sales Excellence Advisory Council will be invited to bi-annual meetings to advise on the academic and programmatic direction of the Center, to participate in all Sales Skills Series training, and to all Center networking events. Companies or Individuals will be listed in all online and print communications surrounding the Center. Advising Members will commit to a gift \$50,000 over 5 years in support of Sales Excellence to have representation on the Council.

**Partnership amount will vary by event and may not be tax-deductible.

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