



# WEBER STATE UNIVERSITY

Engineering, Applied Science & Technology

**UTAH HIGH SCHOOL SALES SKILLS CHALLENGE**  
2019

PRESENTED BY  
WEBER STATE UNIVERSITY AND THE DEPARTMENT OF PROFESSIONAL SALES AND  
ALAN E. HALL CENTER FOR SALES EXCELLENCE



**FRIDAY  
DECEMBER 6<sup>TH</sup>  
2019  
8:30 AM - NOON**

1ST PLACE <b>\$5,000*</b>	2ND PLACE <b>\$2,500*</b>	3RD PLACE <b>\$1,000*</b>	1ST PLACE WINNER RECEIVES <b>\$1,000</b> CASH PRIZE	OPEN TO ALL AREA HIGH SCHOOL STUDENTS WITH AVAILABILITY UP TO <b>75</b> COMPETITORS
PROFESSIONAL SALES SCHOLARSHIPS				

\*MAY BE ACADEMIC PROFESSIONALS SHALL RECEIVE 10% BONUS CASH PRIZE

FOR MORE INFORMATION AND TO SIGN UP:  
PLEASE CALL OR EMAIL:  
DILLI PILLAI: DPILLAI@WVU.EDU 801-540-9449  
MARKET BARNER: WBAT: MARKETBARNER@WVU.EDU 801-526-6970

WEBER STATE UNIVERSITY  
Engineering, Applied Science & Technology

WEBER STATE UNIVERSITY  
TECHNICAL EDUCATION BUILDING ROOM 101  
1465 EDVALSON STREET  
OGDEN, UT 84408

PROFESSIONAL SALES EXCELLENCE

**ALAN E. HALL CENTER FOR SALES EXCELLENCE**

## Utah High School Sales Skills Challenge

*Presented by*



**Friday, December 6, 2018**

**8:30 AM – Noon**

**Weber State University**

# Utah High School Sales Skills Challenge

**\*\*\*Registration Deadline: December 1, 2019 at 11:59pm\*\*\***

Competition Date: December 6, 2019 8:30 a.m. – Noon Limited to 75 students

Utah High School Sales Skills Challenge is a Professional Sales competition open to all students attending high school in the state of Utah (grades 9-12). Individuals register as a single competitor. The competition fosters and promotes professional selling at the high school level by giving students a chance to pitch to a panel of expert judges. This contest provides individuals with an educational forum to prepare them for competition at the high school and college level and will aid in developing a career pathway in the diverse sales industry.

Prizes:

1<sup>st</sup> Place receives a \$5,000\* Professional Sales scholarship and \$1,000 cash prize

2<sup>nd</sup> Place receives a \$2,500\* Professional Sales scholarship

3<sup>rd</sup> Place receives a \$1,000\* Professional Sales scholarship

To apply, simply fill out the registration form found here:

For rules and regulations, check out the information packet link below. For questions or help, please email us at [madsenwessman@mail.weber.edu](mailto:madsenwessman@mail.weber.edu)

## Utah High School Sales Skills Challenge Competitor Packet

### Location:

Weber State University, 1465 Edvalson Street Ogden, Utah 84408

Technical Education Building

Meet in room 101B

### Date:

Friday, December 6, 2019

### Overview:

You will be given a sales scenario based on the company, England Logistics. Your role will be as a seller/representative from England Logistics. You will be selling a product or service to a buyer/third party company.

All registrants will be emailed a copy of the England Logistics case study by December 4<sup>th</sup>, 48 hours before the Sales Skills Challenge.

***Deadline to register is December 1, 2019 by 11:59 p.m.***

### Day of Event Timeline:

8:30 a.m. Optional Q & A with England Logistics representatives

9:00 a.m. First round competition begins

The competitors will be emailed a competition time: either 9 a.m., 10 a.m. or 11 a.m. All competitors need to check in 30 minutes prior to your competition time.

12:00 p.m. Awards

### The Competition Process:

The competitors will be emailed a competition time: either 9:00 a.m., 10 a.m. or 11 a.m. All competitors need to check in 30 minutes prior to your competition time.

Each competitor will have 10 minutes to pitch to the judge.

In between your sales pitch time and awards/lunch, students are welcome to go to the Shepherd Union Building bowling alley and billiards as our guest. Bowling and billiards will be open from 9:30 a.m. – Noon.

Lunch and Awards will be announced at Noon in room 101B

### Rules:

Students are allowed to use Sales Aides i.e. iPads, mock-up business cards, flyers, pamphlets to complement their sales pitch.

### Judging:

Judges will be representatives from Weber State. The judging rubric will be emailed along with the sales scenario on December 4<sup>th</sup> to all of the registrants.

### Prizes:

1<sup>st</sup> Place receives a \$5,000\* Professional Sales scholarship and \$1,000 cash prize

2<sup>nd</sup> Place receives a \$2,500\* Professional Sales scholarship

3<sup>rd</sup> Place receives a \$1,000\* Professional Sales scholarship

### Parking:

Parking is available by the Technical Education Building in the A2 lot. When you come to room 101B, you will be given a parking pass to place in your vehicle.

See the map attached. If you have any questions, the Drive Thru Info booth on the west side of campus can help you.

