



## News

University News & Information

California Polytechnic State University, San Luis Obispo, California

April 1, 2010

FOR IMMEDIATE RELEASE

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# Cal Poly Students Place in National Sales Competition

SAN LUIS OBISPO – Two students from Cal Poly's Orfalea College of Business, Jason Griego and Allison McCarthy, competed in the National Collegiate Sales Competition (NCSC), where they each advanced to the quarterfinals.

The competition placed top sales students in one-on-one, role-playing situations. Recruiters and sales managers from national companies acted as buyers to evaluate each student's performance.

Griego and McCarthy were selected to participate by winning the Orfalea Sales Competition last fall. The competition is part of the Sales Development Program Senior Project led by Marketing Professor Lisa Simon. The win included an all-expense paid trip to NCSC.

Almost 350 students from 61 universities participated in the competition, along with nearly 30 companies including Owens Corning, Dow Jones, Liberty Mutual, ADP and Hewlett Packard.

The competition is the largest sales role-play competition in existence. It was hosted by the Coles College of Business at Kennesaw State University in Georgia.

Griego is on schedule to earn a bachelor's degree in Business Administration with a concentration in Marketing in only three years. He is a member of Beta Gamma Sigma, the honor society for business colleges.

McCarthy plans to graduate in June with a bachelor's degree in Business Administration and a concentration in Marketing.

