

Sales Decathlon 2014 Results

Event 1 - Voice Mail

- 1 Zachary Doerr, Michigan State University
- 2 Megan-Eileen Waldrep, High Point University
- 3 Austin Robisch, Kansas State University

Event 2 - Pre-Call Plan

- 1 Barrett South, High Point University
- 2 Mackenzie Confer, Ball State University
- 3 Sarah Hodge, Northern Illinois University

Event 3 - Appointment Call

- 1 Kiersten Boos, University of Wisconsin – Whitewater
- 2 Nicholas Franty, High Point University
- 3 Zachary Doerr, Michigan State University

Event 4 - Technology Sales Call with Adobe Connect

- 1 Austin Robisch, Kansas State University
- 2 Matthew Gahrman, High Point University
- 3 Sarah Hodge, Northern Illinois University

Event 5 - Email Follow Up

- 1 Mackenzie Confer, Ball State University
- 2 Cole Hansen, Baylor University
- 3 Mark Hales, Niagara College - Canada

Event 6 - Face-to-Face Role Play

- 1 Armani Williams, Kansas State University
- 2 Cole Hansen, Baylor University
- 3 Mark Hales, Niagara College - Canada

Event 7 - Telephone Sales Call

- 1 Lindsey Regan, Baylor University
- 2 Cole Hansen, Baylor University
- 3 Armani Williams, Kansas State University

Event 8 - Elevator Pitch

- 1 Zachary Doerr, Michigan State University
- 2 Mackenzie Confer, Ball State University
- 3 Lindsey Regan, Baylor University

Event 9 - Reverse Job Fair

- 1 Sarah Hodge, Northern Illinois University
- 2 Kiersten Boos, University of Wisconsin - Whitewater
- 3 Katherine Simutis, Baylor University

Event 10 - Sales Athlete of the Year

- 1 Austin Robisch, Kansas State University
- 2 Zachary Doerr, Michigan State University
- 3 Mackenzie Confer, Ball State University
- 4 Cole Hansen, Baylor University