

2022 BGSU Sales Competition (8/2/22)

Round 1: The Elevator Pitch. All BGSU students (from any major) are welcome to submit their 90-second elevator pitch and their resume to participate in Round 1 of this year's BGSU Sales Competition! Your pitch and resume must be submitted by **Sunday, October 9 at 11:59 pm.**

Why should I enter?

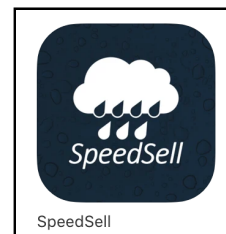
- A great resume builder that connects you to lots of companies hiring for internships and full time jobs!
- Cash prizes for the winners (1st prize: \$1,000 2nd prize: \$500 3rd prize: \$250)

How do I enter?

STEP 1: Email Professor Greg Rich (garich@bgsu.edu) to let him know that you want to compete in the first round of the BGSU Sales Competition. *NOTE: No need for students in MKT3400 Professional Selling class to do this as you are automatically entered.*

STEP 2: In mid/late September, you will receive an email from Professor Greg Rich with instructions for how to create an account and register your profile within the RNMKRS SpeedSell competition at this website: <https://www.rnmkrs.org/>

STEP 3: After creating an account, download this SpeedSell app (on right) onto your smart phone. It should be available for both iPhone & Android.



STEP 4: Open the SpeedSell app on your phone and login to the account that you created in Step 2.

STEP 5: Follow the app's instructions by watching the SpeedSell videos and completing the elevator pitch training (you do this on your phone). This could take a few hours. *It's important to follow the app's instructions about what makes a good elevator pitch.*

STEP 6: Record your elevator pitch (again, do this via the app on your phone).

NOTE: If you think you can improve your elevator pitch, then record a new one and upload it again! In fact, you can keep re-doing your elevator pitch as many times as you want until you are satisfied — as long as you do this before the deadline (see above).

STEP 7: Finally, follow instructions to upload a **1-page** version of your resume to the BGSU Sales Competition canvas course shell (this course shell will be visible in your Canvas dashboard).

How do I advance to the final round and win?

The top 10 students will compete in the final round based on two distinct evaluations.

- First, RNMKRS artificial intelligence (AI) bot will automatically score your elevator pitch — and the top 5 AI scores directly advance to the final round.
- Second, a team of BGSU faculty and alums will determine the remaining 5 finalists by evaluating elevator pitches *along with* students' academic profile, sales-related work experience and co-curricular activities as seen on LinkedIn.
- To win the final round, the 10 finalists will be evaluated by a team of BGSU faculty, alums and recruiters with respect to their performance in a 15-minute sales role play. Full details on this round will be distributed when finalists are announced.