

The Vanier Family

The Vanier Family is an Investment Partner for the National Strategic Selling Institute (NSSI). They gave generously to the College of Business Administration to fund the J.J. Vanier Faculty of Distinction Endowed Chair in the College of Business Administration. This endowed chair was created as part of the State of Kansas Faculty of Distinction Program.

In October of 2009, the College of Business Administration sent out a call requesting proposals that aligned with the J.J. Vanier Faculty of Distinction Endowed Chair in the College of Business Administration. The Marketing Department submitted a proposal, proposing the Sales Program. Following the call for proposals, in December 2009, the J.J. Vanier Distinguished Endowed Chair in the College of Business Administration was assigned to the Department of Marketing.

With the funds available, the Marketing Department formed a search committee to hire the J.J. Vanier Distinguished Chair in Relational Selling and Marketing. In January 2011 Dr. Dawn Deeter was hired to fill the role, with a start date of August 2011. She was hired as a member of the Marketing Department to build a strong, nationally recognized Sales Program in the College of Business Administration.

The funds donated by the Vanier Family, and the creation of the J.J. Vanier Faculty of Distinction Endowed Chair in the College of Business Administration, helped build the foundation for the NSSI. With a solid foundation the NSSI has been able to build, and will continue to build, for the future.

