All students interested in becoming a member of the 2020-2021 K-State Sales Team will compete in the virtual sales team tryouts on April 19-21. Gartner will be facilitating the tryouts through Webex. Here is a link to the sales team tryouts overview page that will provide information regarding the product, scenario, and schedule.

Here are some key points to help you better prepare for the competition.

- Make sure to build your outline for the provided rubric. Hitting every point will help ensure a higher score.
  - Although an outline is helpful to remind you of things if you forget or get off track, do not treat it as a script. Ensure your role-play is conversational and that you are truly actively listening to what the buyer is telling you. Refer back to your outline only when needed; treat it as a crutch.

- Since you will be role-playing virtually, it is recommended that you provide visuals during the presentation through screen sharing or content sharing.

- When asking questions, try to get exact figures such as a time frame, dollar amount, how many, etc. You will then be able to use these figures within your presentation.

- Be conscious of your body language and tone. Although it isn't mentioned on the rubric, stay aware of your body movements, swiveling in a chair, and eye contact. Lean forward, be engaged in the conversation, and be enthusiastic and interested in what the buyer is saying.

- Make sure that you look at the camera during your role-play.

- Watch the videos posted from last year’s competition. While the scenario is different and this year’s competition will not be in person, they will still give you an idea of how to structure your conversation.

- Even though it is virtual, make sure you are dressed professionally and that you look nice. We recommend you dress for how you would dress for an in-person interview.

- If possible, try to do a practice virtual role-play with someone. This is a new experience for many people and a practice run might help make you feel more comfortable for the real role-play.

While a virtual role-play will be a new experience for many of you, remember that this is a great opportunity to help prepare you for the real world. We want to make sure you feel that you have all the resources needed to successfully prepare for tryouts. Please reach out to Lanessa Aurand (lanessa@ksu.edu), Preston Maurer (pjmaurer3@ksu.edu), or Kellie Jackson (kelliejackson@ksu.edu) if you have any questions or need any clarification.