Sales Academy

# Pacific Office Automation Sales Competition

4.16.2021

Thank you for participating in our third annual POAPNWSC as a judge/buyer

Agenda

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| **Buyer/Judge Training Workshop**  **Date:** 3/31/2021  **Host: Caitlyn Gill**  **Goal: Educate on best practices for playing a buyer or judge**  **Guests:** All buyers/judges  **How to Join:**  <https://oregonstate.zoom.us/j/92564815054?pwd=V3N6OXJDN0EzcVNJYVFIU00wcDJIUT09>  Password: 783418 | **Agenda:**  *12:00pm- Welcome and opening comments*  *12:10am- How to judge a role play*  *12:25am- Walking through the rubric*  *12:40- How to play an unbiased buyer*  *12:50- Questions* |
| **Social Post Competition**  **Date:** 4.1.2021-4.13.2021  **Who:** All student competitors are invited and encouraged to participate  **Where:** The competition will be conducted through LinkedIn | **Details:**  Students will be asked to post a video or photo on LinkedIn showing how they’re prepping for the POAPNWSC  **See Social Post Competition section for rules, judging, and prizes** |
| **POAPNWSC Day 1:**  **Date: 4/16/2021**  **Host: OSU College of Business** | **Agenda:**  1:00pm: Opening Remarks and student briefing and LinkedIn Competition winners announced  1:30pm-2:30pm: Q&A with POA- Doug Pitassi presenting & Answering Questions from students and coaches  1:30pm-2:30pm- Judges/Buyers Briefing  2:45pm-3:00pm- Break  3:00pm-4:40pm- Speed Selling Competition (*20 Speed Selling Competitors will each visit 2 booths to give their 90 second elevator pitch.)*  *4:40pm- 5:00pm:* Closing Remarks |
| **POAPNWSC Day 2:**  **Date: 4/17/21** | **Agenda:**  8:00am-8:15am Opening Remarks  8:30am-10:10am: Round 1 (22 students, 5 rooms, 20 minutes each – *15 minutes of active roleplaying*)  12:00pm- Round 1 winners announced, judging feedback released to those moving to round 2  1:00pm-2:30pm- Round 2 (12 students, 4 rooms, 25 minutes each - *20 minutes of active roleplaying*)  3:30pm- Round 2 winners announced- Judging Feedback released to those moving into Round 3  4:00pm - 6:05pm- Round 3 (5 students, 1 room, 25 minutes each - *20 minutes of active roleplaying*)  7:00pm – 7:30pm- Final Round Winners Announced and Awards Ceremony |

Before the Competition

* Please attend Buyer Judges Training 3/31/2021: This session will be recorded.
* Please take OSU 20-minute volunteer training. We ask that all volunteers interacting with our students take part in this prior to attending an event.

<https://classes.business.oregonstate.edu/cpe/cobvolunteertraining/index.html#/>

* Familiarize yourself with LaunchPad and the judging process. You will judge your group in the excel sheet provided and then enter the total in each category into LaunchPad.
* Familiarize yourself with the rooms you will be judging in. This will be sent out 2 weeks prior to the competition.

**Speed Sell Competition Details**

**Speed Selling Rules:**

1.Student speech must include: (Judging Form is attached)

•Professional Introduction

•Gain Attention

•Knowledge of Judging Company

•Attempt to gain commitment to next step of hiring process (job or internship)

•Effective communication and professionalism

•Be non-scripted and conversational

•Other (Can be creative)

2.Each student can meet Speed Selling Sponsors ONE TIME. You will meet in groups of 2 based on your school. Schools will be grouped together.

3.The objective is to get an appointment for a job or internship interview.

4.90 seconds or less time limit.

5.Sponsors will submit judging results through Launchpad

6.Speed Selling is 1 round only. The top Speed Selling team will win $500, 2nd place $250, 3rd place $150. Winners will be announced during the POAPNWSC Awards Ceremony on 4/17.

Role Play Competition Details:

The Case

**Pacific Office Automation (POA)** is one of the largest independently owned document imaging and technology dealers in the nation. They have twenty-five branches located in eight western states. Their extraordinary growth and reputation in the industry, have built multiple opportunities for sales representatives.

You are a new **Account Executive** at Pacific Office Automation. During the summer of 2020, you completed an internship with POA. You were paired with a sales representative to shadow meetings and appointments with customers. You also supported outside sales reps’ work to develop cutting-edge prospecting and networking solutions. You graduated from college in May 2020 and were hired as an Account Executive at POA. You participated in a 100-day training program, most of which involved shadowing, role playing, and on-the-job training in a virtual format due to Covid19. You are doing well, but want to improve your sales results enough to become a President’s Club member and go on the next trip when POA employees can travel, you hear it may be to Maui

You will be calling on **Oregon State University**. Oregon State is an international public research university that draws people from all 50 states and more than 100 countries. Oregon state has 2 campuses, 11 colleges, 12 experiment stations, Extension programs in all 36 counties, 200+ academic programs.

As noted on their website, “We go wherever the challenges are, push ourselves to the very edge of what’s known and keep going. We are determined to forge solutions. We are diverse and welcoming. We embrace our responsibility to Oregon and the world, building a future that’s smarter, healthier, more prosperous and more just. We see what could be and have worked relentlessly for 150 years to make it so.”

You will be meeting with [**Brian/Brianne Stroup,**](https://www.linkedin.com/in/brian-stroup-1245667/) Director of Operations and Facilities for Oregon State Housing and Dining. Brian is very busy managing a staff of 50 plus employees in the housing and dining group.

**Round 1:** Your goal for the first meeting is understand the needs of Brian/Brianne and the university. Your “close” will be to secure the next meeting to walk through a more formal product presentation. You will be expected to share details about your product in round 1 but rounds 2 and 3 are weighed more heavily on the product presentation.

You have 15 minutes for this initial call.

**Round 2:** You will be meeting with [Stephen Jenkins.](https://www.linkedin.com/in/stephen-jenkins-4193935/) Your goal for the second meeting is to walk through a product presentation with Stephen. Brian referred you to Stephen who is his boss and the ultimate decision maker. Be prepared to discuss product and pricing in detail.

You have 20 minutes for Round 2

**Round 3:** You will have a twist on Round 2. This information will be given between rounds.

You will have 20 minutes for the final round.

Product Information

**See how businesses are using our temp scanner.**

<https://www.youtube.com/watch?v=lk2vAt4zbQw>

**Check out our non-touch temperature scanner demo!**

<https://vimeo.com/419094775>

**KITV4-Island News- Honolulu**

[https://vimeo.com/427245401/9ffb51a32b](https://protect-us.mimecast.com/s/0FBACzpqkqF8MgQof4N2FW?domain=vimeo.com)

**Pricing:**

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| Temperature Scanning Pricing | | | |
| Scanner Model | Purchase MSRP Price | Annual   Maintenance | Remote Cloud View Service |
| Standard | $1499 | $456 | $0.00\* |
| Advanced | $2,499 | $456 | $336\*\* |

\*Not available on Standard device

\*\*Provides remote access to kiosk

Judging Criteria

Judging Forms are attached

Judging Platform

Graphical user interface, text, application, email

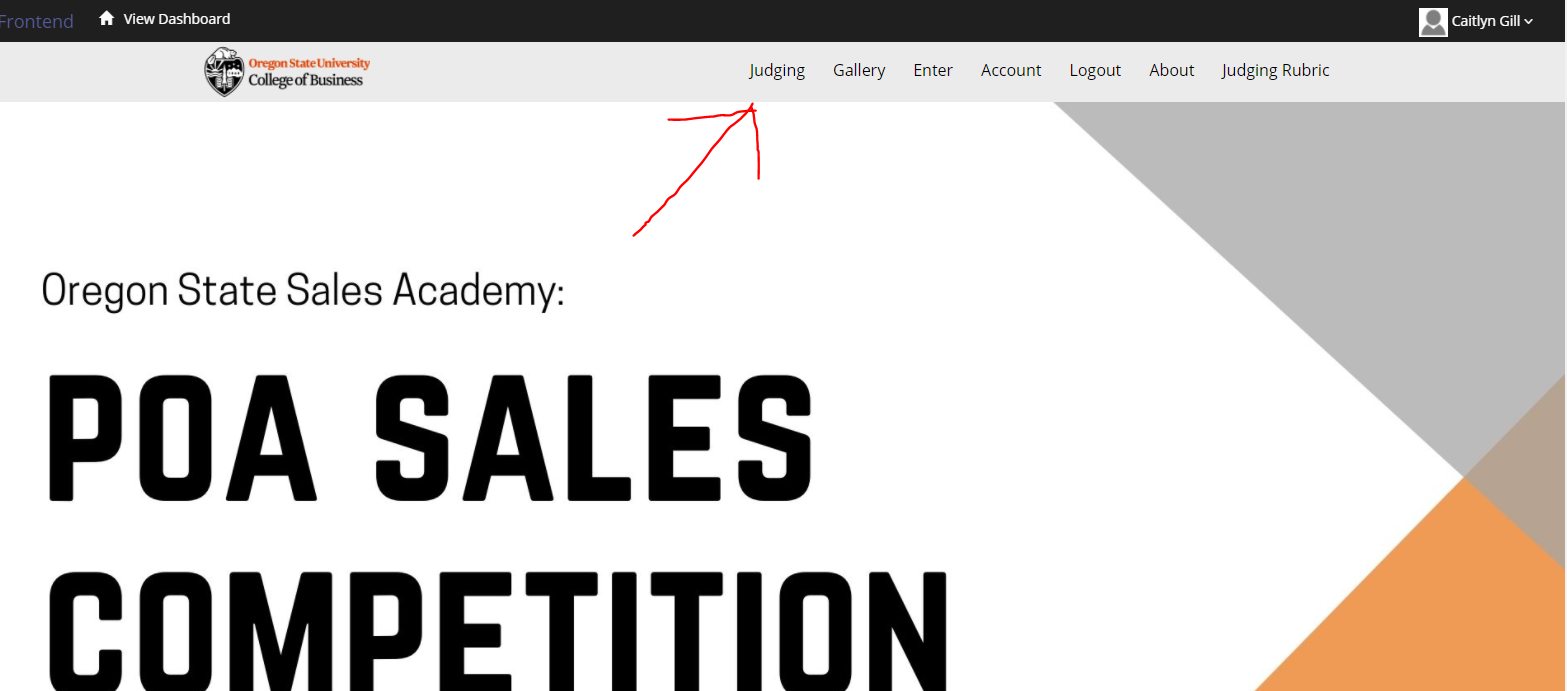
Description automatically generatedThis year’s competition will be administered through LaunchPad. You will receive an email with a link to the LaunchPad System the morning of the POAPNWSC. Follow the link and use your email address and temporary password to sign in (Osusalesacademy2020)

All judges will receive an Excel Sheet to enter your **FINAL SCORE**.

We suggest scoring all students in your round and then going back to review to ensure you did not judge based on the first score in excel. When you are satisfied with your excel scores, please log into [LaunchPad](https://osucob.us.launchpad6.com/POAPNWSC). You will need to login to see the JUDGING tab in the top left of the screen.

Username: Your email

Password: Osusalesacademy2020



Once in the Launchpad system, you will be presented with the judging gallery, select any entry to begin scoring your assigned entries.

Graphical user interface

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Please include the **TOTAL SCORE** from your excel sheet in the “Comments” box. Ignore the “Ranking” box, this will have no effect on the final scores. Please do not enter your actual feedback and comments in the comment box, instead you can include any written feedback in your Excel sheet

Graphical user interface, application, table, Excel

Description automatically generatedGraphical user interface, text, application

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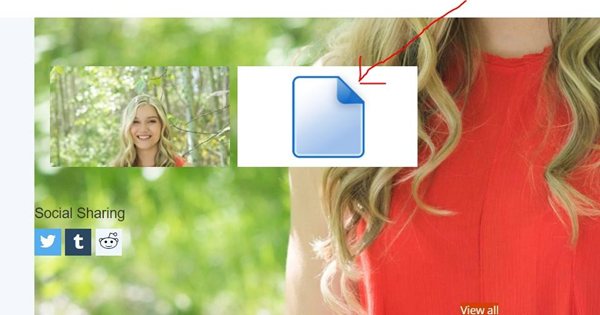
To score entries, please complete the following steps.

**Judging Steps**

1. Watch the live role play and score each competitor on the excel sheet. Take notes in excel, these are very valuable for our competitors. Based on best practices, you should go back after the end of the round and make sure you agree with your initial score and you judge each competitor fairly.
2. Once you have all of your scores in excel, log into Launch Pad
3. Select JUDGING
4. Click on a competitor to enter their FINAL SCORE into the comments section
5. Click save and return to the gallery to score your next competitor
6. Continue scoring until all competitors have been assessed.
7. Once all entries have been scored, click “Finalize” to submit. Please note that once you hit” Finalize,” you will no longer see any entries for judging; however, a warning will display if you accidentally hit “Finalize” before all entries are scored.
8. To access student resumes, return to the GALLERY and click on the student’s headshot.
9. You will see an option to select a file, click on the file to view their resume

Graphical user interface, application, Teams

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Prizes

**Role Play**

* **$1500 Winner**
* **$1000 Second Place**
* **$500 Third Place**

**Social Media Competition**

**To get everyone excited and pumped up for the POAPNWSC we’re putting on a LinkedIn Post Competition!**

All Students participating in the POAPNWSC are invited to enter and share a post showing us how they’re prepping for the competition. The winning posts will be announced on 4/16, day one of the POAPNWSC during opening remarks.

**Judging Criteria**

Posts will be evaluated and selected by representatives from our sponsor companies for **The Most Creativity**, **The** **Most Impactful,** and **The Best Overall Idea**.

**Prize:**

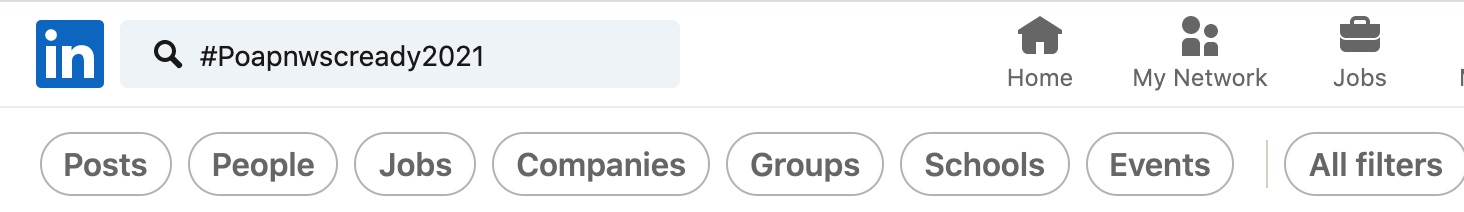
The winning posts of each prize category (Most Creative, Level of Impact, and Overall Idea) will each receive $100 in either the form of a check or gift card

**Rules:**

* Those participating will have from **4/1-4/13 at 11:59 pm** to post a photo or video on LinkedIn showing us how they’re preparing for the POA competition
* To be entered in the giveaway students must:
  + **Tag all sponsor companies and Sales Academy**
  + **Hashtag:** #POApnwscReady
* **If a post contains any material or themes that violate** [**Oregon State University’s Social Media Policies**](https://social.oregonstate.edu/policies) **you and your team will face disqualification, not only from the giveaway but from the POAPNWSC**

**Posts will not be considered or judged if it does not meet the above criteria**

**Viewing Student Submissions on LinkedIn:**

****To view the posts on LinkedIn, simply type in #poapnwsc2021 into the search bar and click enter to see the results.

Because it’s a specific hashtag, all posts that will be displayed are from students participating in the social competition. Once you do this, you’ll view each video and choose the one you believe is the Most Creative, the one that’s Most Impactful, and the Best Overall Idea.

SPONSORS

**Thank you to all of our trusted partners. We appreciate your commitment to sales excellence in education!**



If you have any questions about the competition, please email [Caitlyn.gill@oregonstate.edu](mailto:Caitlyn.gill@oregonstate.edu). We look forward to your participation!