

Pi Sigma Epsilon
National Professional Fraternity in Sales, Marketing, and Management
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FOR IMMEDIATE RELEASE

The College of New Jersey Earns First Place Honors in Regional Sales Competition.

MILWAUKEE, Wis.,--Jenny Green, a student at The College of New Jersey, and a member of the Pi Sigma Epsilon chapter on campus, earned the first place spot at Pi Sigma Epsilon's Pro-Am Sell-a-Thon® sales competition held at the Northeast Regional Conference held November 18, 2011 at Widener University in Chester, PA.

Green participated in Pi Sigma Epsilon's Pro-Am Sell-a-Thon® competition. Learning conceptual selling sales techniques developed by Miller Heiman, Green was first individually coached by a sales professional, after which she presented a mock sales calls to a panel of judges. Green competed against students from Widener University, Bryant University, Duquesne University and the University of Connecticut.

Green earned first place by a unanimous decision the professional judging panel and will receive a complimentary Pi Sigma Epsilon National Convention package to Indianapolis, IN, including airfare, in March, with the opportunity to compete at the national level for cash prizes.

Made possible with the generous support from Vector Marketing Corporation, Northwestern Mutual, Miller Heiman, and Tom James, the PSE Pro-Am Sell-a-Thon® has helped develop and train aspiring sales people since 1992.

Miller Heiman is a global leader in sales performance solutions with more than 30 years of documented results. With over 10,000 client engagements world wide and more than 1 million alumni, the company works with leading organizations to improve sales effectiveness through issue-based consulting, training seminars and proprietary intellectual property. The annual Miller Heiman Best Practices Study, the largest study of sales performance, defines characteristics of World Class Sales Organizations and benchmarks year-over-year trends.

Pi Sigma Epsilon is the nation's only professional business fraternity for men and women in the fields of sales, marketing and management. Pi Sigma Epsilon has enriched the lives of over 50,000 people and has spread to over 170 campuses nationwide since its inception in 1952. For more information on Pi Sigma Epsilon, visit www.pse.org.

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