



## Collegiate Virtual Resume & Job Interview Competition Fall 2020

### Goal

To give sales students an opportunity to practice their interviewing skills with actual companies hiring this year. This activity makes an excellent assignment for an advanced selling or sales force management class.

### Procedure

Sponsors will receive approximately 75 resumes of registered students who are enrolled in professional selling programs within the region. Companies anticipated to participate include

- Love's Travel Stops
- TEKsystems
- Stryker Medical Devices
- APMEX
- Bob Mills Furniture
- Colonial Life
- Federated Insurance
- Gartner
- Heartland Payment Systems
- Cox Communications
- Hon Company
- Henry Schein Dental
- Aerotek
- Signature Consultants
- Republic National Dist.
- Nextep
- NW Mutual
- Consolidated Electrical
- Fastenal
- Paychex
- Staples
- Standley
- Strong Financial
- Woodman Life

Sponsors will receive electronic resumes of all participating students by October 20<sup>th</sup>. Each sponsor will be asked to identify 15 students that the sponsor would like to interview by October 25<sup>th</sup>. CSI will guarantee that at least 5 of each sponsor's top 15 selections will be assigned to interview with that sponsor. The goal is to ensure that each student has at least 2 interviews and that each sponsor has at least 5 of their most preferred students to interview. We ask that each sponsor schedule and interview at least 15 students (including the 5 that the sponsor has been assigned) before November 3. After the competition has concluded, sponsors are welcome to interview any additional students they wish. Each sponsor should plan on 10 minute phone or virtual interviews from October 25<sup>th</sup> to November 2<sup>nd</sup>. After all interviews are concluded each sponsor must provide CSI organizers the name of one candidate that the sponsor would be most likely to invite to a face to face interview with the sponsor's company by November 3<sup>rd</sup>. That student will advance to the finals of the interview competition. Finalists will interview with presenting sponsor Love's Travel Stops who will determine the top 3 placings by November 16<sup>th</sup>.

### Awards (to be mailed)

- 1<sup>st</sup> place - \$300 plus trophy
- 2<sup>nd</sup> place - \$200 plus trophy
- 3<sup>rd</sup> place - \$100 plus trophy
- Honorable Mention – trophy (2 winners)

**Entry Fee** – No entry fee. This competition is limited to the first 125 resumes received. We do ask that coaches provide the resumes of interested students by October 15. Please email resumes to [sgray@uco.edu](mailto:sgray@uco.edu).

**For more information about CSI programs please visit**

<https://www.challengersalesinstitute.com>

For additional information regarding CSI please contact:

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