

Press Information
Raleigh, December 7, 2017

SKEMA's students finalists of a major US Sales contest



Around their teacher, 7 brilliant SKEMA students at the Bryant University SalesChallenge

SKEMA Business School students from the Raleigh International Negotiation Club (INC) successfully ranked as finalists in one of the largest US sales competition, the Northern Intercollegiate Sales Competition at Bryant University of Rhode Island.

Their professor Michael Rodriguez who had coached them for several months is very proud: "Our school has definitely made a name among the 25 most reputable sales schools of all the United States. Plus we compete without a sales program and we were also the only international school in the contest!"

The SKEMA's team included 7 talented students: Amaury Jacobs, Lennart Reinhold, Julia Wolf, Giorgia Fumagalli, Paul Cousin, François Loss and Kevin Gama. They finished finalists after 2 days of intense competition, giving SKEMA 9 awards: 5 places in the quarter-finals, 2 in the semifinals and 2 in the

final. This highly contested event included several sequences combining role plays, elevator pitches as well as social media events.

About SKEMA Business School:

SKEMA Business School, with more than 8000 students worldwide and 40 000 graduates, is a global school which, through its research, its teaching programs, its international multi-site structure trains and educates talents needed by 21st century companies. From now on, the school is present on 6 sites: 3 in France (Lille, Sophia-Antipolis, Paris), 1 in China (Suzhou), 1 in the United States (Raleigh) and 1 in Brazil (Belo Horizonte). SKEMA is accredited EQUIS, AACSB and AMBA. www.skema-bs.fr