

Constitution

Article I – Name, Purpose, and Non-Discrimination Policy of the Organization.

Section I: Varsity Sales Team

While the Varsity Sales Team is not associated with any national or international organization, many competitive sales teams are known as their university's "Varsity Sales Team".

Section II: Purpose

The Varsity Sales Team aims to extensively educate Ohio State students (of all majors) on the fundamentals of the Professional Selling process in a Business-to-Business environment. Students, known on the team as Competitors, learn about Strategic Selling practices such as SPIN Selling, and practice what they've learned by means of role-plays focused on specific case studies. Competitors are coached by experienced professionals (Team Coaches) who offer invaluable insight through their years of experience in their respective industries of Professional Selling. Competitors ultimately put their newfound skills to the test at competitions; these consist of Internal Competitions, held on OSU campus with solely Ohio State students competing, and External Competitions, in which students travel to other universities to compete against other schools.

Section III: Non-Discrimination Policy

The Varsity Sales Team does not discriminate on the basis of age, ancestry, color, disability, gender identity or expression, genetic information, HIV/AIDS status, military status, national origin, race, religion, sex, sexual orientation, protected veteran status, or any other bases under the law, in its activities, programs, admission, and employment.

As a student organization at The Ohio State University, the Varsity Sales Team expects its members to conduct themselves in a manner that maintains an environment free from sexual misconduct. All members are responsible for adhering to University Policy 1.15, which can be found [here](#).

If you or someone you know has been sexually harassed or assaulted, you may find the appropriate resources at <http://titleIX.osu.edu> or by contacting the Ohio State Title IX Coordinator at titleIX@osu.edu.

Article II – Membership: Qualifications and categories of membership.

Currently enrolled Ohio State University students are eligible to become members of the Varsity Sales Team. Non-students such as faculty, alumni, or professionals, are welcomed to the Team as honorary members.

Students of all majors and all academic years are encouraged to join the Varsity Sales Team. Those interested are free to join the Team at any point in the year by attending practices – one does not need to join at the beginning of a semester to join the Team. No experience is required for students to become members of this organization.

In addition to the [typical benefits](#) Ohio State students can expect to receive in an OSU student organization (found under “Member Development”), members of the Varsity Sales Team can expect to benefit in several other ways:

- Personal development of a skillset which proves to be invaluable in a professional environment, consequently exponentially increasing their internship/job prospects.
- Connections with professionals who are looking for *exactly* the experience students gain from involvement on this Team.
- Transferable experience that can be applied to positions in any and every industry.

Students who join the Team and commit to making the most out of it will find that their efforts pay off tremendously, especially when it comes to entering the workforce post-academia with experience unmatched by any other potential job candidates. Non-students such as faculty, alumni, or professionals who find themselves becoming honorary members can expect to make an incredible impact on every student they work alongside, while simultaneously having the opportunity to meet other likeminded experienced professionals.

II.a. As required by the Guidelines for Student Organizations, 90% of the membership of a student organization must include current Ohio State University students. Active members and Executive Committee are able to make decisions regarding the membership of community and other non-student members of an organization. Community or other non-student members may be temporarily suspended with a majority vote of the Executive Committee.

Article III – Methods for Removing Members and Executive Officers.

A member or officer may be removed from the Varsity Sales Team for any of the following reasons, or in any other circumstance which ultimately requires their removal from the organization.

III.a. If a member engages in behavior that is detrimental to advancing the purpose of this organization, violates the organization's constitution or by-laws, or violates the Code of Student Conduct, university policy, or federal, state or local law, the member may be removed through a majority vote of the officers in consultation with the organization's advisor.

III.b. Any elected officer of the chapter may be removed from their position for cause. Cause for removal includes, but is not limited to: violation of the constitution or by-laws, failure to perform duties, or any behavior that is detrimental to advancing the purpose of this organization, including violations of the Student Code of Conduct, university policy, or federal, state, or local laws. The Executive Committee may act for removal upon a two-thirds affirmative vote of the executive board in consultation with the organization's advisor.

III.c. In the event that the reason for member removal is protected by the Family Educational Rights and Privacy Act (FERPA) or cannot otherwise be shared with members (e.g., while an investigation is pending), the executive board, in consultation with the organization's advisor, may vote to temporarily suspend a member or executive officer.

Article IV – Organization Leadership:

The Varsity Sales Team Executive Committee, whilst subject to change, is comprised of a student President, Vice President, and Treasurer, accompanied by a faculty Advisor. Though they work in close conjunction with members of the Executive Committee, Team Coaches are not officially a part of the Executive Committee.

Those enlisted to be members of the Varsity Sales Team's Executive Committee are expected to fulfil their respective duties to the best of their abilities, whilst keeping the organization's values and long-term goals in mind to ultimately see the longevity of the team come to fruition.

Officers are appointed by the standing organization President, typically in conjunction with input from the organization Advisor or those stepping down from the position which is to be filled. Terms are indefinite for officers, from their appointment to the leave of their position; those holding a position within the Executive Committee are meant to be replaced when the standing officer either graduates, resigns, or is removed from their position (see Article III).

The President of the Varsity Sales Team is ultimately responsible for ensuring the operations of the organization run smoothly, and the team stays on track with outlined goals and planned events. This includes, but is not limited to: leading meetings/practices, organizing internal competitions and external competition involvement, running of promotional events, and the recruitment of external sponsors by means of corporate sponsorships. The Vice President shares many of the responsibilities of the organization President and essentially acts as a secondary leader meant to assist the President wherever necessary. The Treasurer is the officer in charge of ensuring the team's financials are all in order; their duties include, but are not limited to: overseeing the application and management of team Operating and Programming Funds, working alongside the President in handling corporate sponsorship funding, and other miscellaneous tasks related to the organization's finances. The organization's Advisor is more than anything a guiding voice for the Varsity Sales Team, assisting with external relations with corporate sponsors, the organization of internal competitions, and other miscellaneous areas the student Executive Committee finds their counsel critical.

Article V – Method of Amending Constitution: Proposals, notice, and voting requirements.

Any amendments to the Varsity Sales Team Constitution will ultimately be approved or denied by the student organization's Executive Committee. As the organization is still in its infancy, amendments are expected over the team's first few years, as the necessity for other student leadership roles not initially identified will likely be identified and the rules all members will be expected to follow will be further fleshed out. The Executive Committee will meet to discuss any proposed amendments which ultimately are better for the student organization. Any leaders in the Executive Committee can propose amendments for the Constitution, but a majority vote in the Committee must be necessary for it to pass and amend the Constitution.

V. Any proposed amendments should be presented to the organization in writing and should not be acted upon when initially introduced. Upon initial introduction, the proposed amendments should be read in the general meeting, then read again at a specified number of subsequent general meetings and the general meeting in which the votes will be taken, and should either require a two-third or three-quarter majority of voting members (a quorum being present) or a majority or two-thirds of the entire voting membership of the organization, present or not. The constitution should not be amended easily or frequently.