

Constitution

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

Section I: The Buckeye Student Sales Network

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

Section II: Purpose

The Buckeye Student Sales Network (BSSN) is a dynamic student-run organization dedicated to empowering Ohio State students of any major to refine their sales acumen while developing valuable soft and hard skills. Through engaging sales workshops run by business professionals, sales 101 trainings, practice role-plays, and networking opportunities with industry professionals, BSSN provides members with a platform to enhance and cultivate their sales techniques while establishing meaningful connections within the business community. The Varsity Sales Team, housed within The Buckeye Student Sales Network, is available for students to join who want to take their sales development to the next level.

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 Buckeye Student Sales Network 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 Buckeye Student Sales Network 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 Buckeye Student Sales Network. Non-students such as faculty, alumni, or professionals, are welcomed as honorary members.

Students of all majors and all academic years are encouraged to join The Buckeye Student Sales Network. Those interested are free to join at any point in the year by attending practices – one does not need to join at the beginning of a semester. No experience is required for students to become members of this organization. However, membership into the Varsity Sales Team is on a semesterly basis. In the autumn, interested students must attend the first five Buckeye Student Sales Network and Varsity Sales Team meetings. In addition, students will need to score well enough on a mock competition to officially join the Varsity Sales Team. In the spring, students must have attended 85% of Buckeye Student Sales Network meetings as well as score well enough on a mock competition.

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 Buckeye Student Sales Network 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 in this organization.
- Transferable experience that can be applied to positions in any and every industry.

Students who join 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.

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 Buckeye Student Sales Network for any of the following reasons, or in any other circumstance which ultimately requires their removal from the organization.

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.

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 majority vote of the executive board in consultation with the organization's advisor.

c. If 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 Buckeye Student Sales Network Executive Committee, whilst subject to change, is comprised of a student President, Vice President, Secretary, Head of Marketing, Social Chair, 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 Buckeye Student Sales Network'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 Secretary oversees the following: keeping track of meeting notes, making sure meetings stay in order, take and document attendance, document new members, add/remove members from contact lists as necessary, send out weekly recap email. The Head of Marketing will manage all social media. This includes running Instagram and LinkedIn, coordinating the involvement fair, and merchandising for the team. The Social Chair will oversee the following: coordinating the involvement fair, actively recruiting new members, and keeping current members engaged. 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 Buckeye Student Sales Network, 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 Buckeye Student Sales Network's 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.

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.