



2017 SALES PROFESSIONAL OF THE YEAR ENTRY FORM

YOU ARE ELIGIBLE...

If you are currently employed as an appliance or consumer electronics sales representative or account manager who visits retailers in-store during a regular call cycle.

JUDGING CRITERIA

An independent panel of judges will:

- a) Judge all entries and select the semi-finalists
- b) Analyse a mystery shopper survey, to select the finalists
- c) Select a final winner after each finalist gives a 10 minute presentation on a given subject on the day of the Awards Dinner on 9 November.

THE PRIZES

The finalists will be invited to the Awards Dinner on 9 November, 2017. Accommodation (for those from outside Auckland) and travel will be provided. Each finalist will receive a certificate and industry-wide recognition of their achievement.

The winner will also receive a trophy as well as travel and accommodation costs to an international trade fair in either Europe or USA in 2018 – a prize well worth winning.

PART 1: TELL US ABOUT YOURSELF

Name First _____ Surname _____

Home address _____

Home phone _____ Date of birth _____

Current employer (company name) _____

Street address _____

Postal address _____

Phone _____ Fax _____

Your email _____

Website (if applicable) _____

Work history Summarise your work history over the past 5 years

Date	Employer	Key responsibility

PART 2: CURRENT RESPONSIBILITIES

10 POINTS

Tell us about your current position and responsibilities.

Describe the type of products you sell and the customer groups you sell to.

List the key performance indicators which you are judged by in your job
(eg. Achievement of sales targets).

Maximum of 1 typed A4 page

PART 3: INTENDED CAREER PATH WITHIN THE INDUSTRY

10 POINTS

Briefly describe your intended career path. List your major career goals over the next three years and explain your strategy for their achievement.

Maximum of 1 typed A4 page

PART 4: SALES PROFESSIONAL'S ROLE

15 POINTS

The primary role of a sales professional is to achieve or exceed their sales target by ensuring that the optimum amount of their company's products and services reach the retailer for a price and at a profit.

Briefly describe:

- What do you consider to be the prime attributes of a sales professional?
- How would you define "excellent customer service"?
- What do you consider to be the most important principles of good communication?
- Who or what do you consider is the best judge of a sales professional and why?

Maximum of 1 typed A4 page

PART 5: TRAINING COURSES

15 POINTS

Complete a list of training courses attended – the year, course description and certification received, and briefly explain why you chose these particular courses.

- Work related
- Personal development courses
- Training courses planned in the future

Maximum of 1 typed A4 page

PART 6: YOUR BEST ACHIEVEMENT

15 POINTS

Briefly describe what you consider to be your greatest business achievement in the past year.

Maximum of 1 typed A4 page

PART 7: TELL US WHY YOU FEEL YOU SHOULD QUALIFY AS 'SALES PROFESSIONAL OF THE YEAR'

10 POINTS

Maximum of ½ typed A4 page

10 POINTS

PART 8: VALIDATION OF ENTRY

NB: This part of the entry should be completed by the area or sales manager to whom you are responsible and who can personally verify that the information supplied is both current and reflects your own activities.

Roles and responsibilities are accurately described

KPI's are accurately described

Validator's Name

Position

Email

Phone

Validator's signature

Date

APPLICANT TO ALSO INCLUDE THE FOLLOWING:

- A one page reference from your current employer
- Any further information you feel is necessary
- Photograph of yourself, emailed to: awards@mpm.nz
Subject line: PHOTO – Wares SPOTY – (YOUR NAME)
For more information, see Image Requirements page at the end of entry form.

15 POINTS

JUDGES' OVERALL IMPRESSION OF ENTRY



**CLOSING DATE FOR THIS ENTRY FORM:
26 JULY, 2017**

Send completed entry form to:
2017 Wares Awards
Marketplace Media Ltd
Lower Ground Level, 83 Mt Eden Road
Grafton, Auckland, 1023
PO Box 28372 Remuera, Auckland 1541 (postal)

AWARDS CONTACTS

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