

### NOMINATION FORM



To avoid corrupting the file, please open this PDF with Adobe Acrobat Reader, thank you.

## Women In Sales Awards 2020

(ASIA)

The awards are designed to find the most exemplary women within sales across Europe to recognise the support and contribution women make within business and industry.

All the categories are open to employees at all levels. Self-nomination is not permitted; nominations have to be made by an employer or someone other than the nominee working within the same company.

**Nominees** can reserve the right to withdraw their nomination. However if a nominee drops out after the finalists are announced the nominating company would still be liable to pay the finalist fees.

*Finalists* will be notified and required to take part in the judging day. Please ensure your nominee if shortlisted can take part in judging day on the scheduled date and time. There will be no other option to have the interview with the judges again.

Finalists would also have to commit to attend the awards ceremony. If a finalist is unable to attend the awards ceremony then a representative from the company must attend in her place.







# For the finalist selection process the judges will be scoring on:

- 1. How well the application met the individual criteria for the category they are being nominated for.
- 2. How strong their achievements / successes / initiatives are compared to industry and role benchmarks.
- 3. How unique their submission is compared to other nominations.
- 4. How well their submission and evidence is weighted against the criteria.
- 5. How robust the evidence submitted is.



# The in person interview on the judging day.

#### What are the judges looking for?

Each of the categories has a defined criteria. Just as in a job application the judges are looking for evidence of how your nominee's role has contributed to your company, how they utilize their sales skills and how they have stayed up to date with the current changes within the sales profession.

#### The judges will score on:

- OPENING PRESENTATION
- BUILDING RAPPORT
- THE ABILITY TO LISTEN
- CONFIDENCE, PERSUASIVENESS
- · ARTICULATE, QUESTIONING SKILLS
- COMPETITIVENESS
- LEADERSHIP QUALITIES
- PASSION ABOUT SALES
- SOCIAL SELLING SKILLS
- And for the Sales Manager and Director categories COACHING AND MENTORING as well.



— NOMINATIONS OPEN

— NOMINATIONS CLOSE

— FINALISTS ANNOUNCED

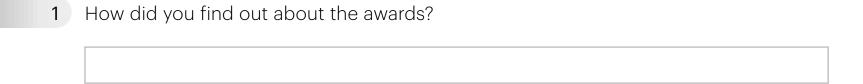
— JUDGING DAY

— AWARDS DINNER

**All nominations are FREE to enter.** Anyone short listed for the finals will be required to pay £300 + VAT. Once completed, please email your form to nomination@wisawardsasia.com

### The Nomination Form

Please note that the information you provide is strictly confidential and will only be shared with Zars Media and the judging panel. Supporting documentation will not be returned.



2 Please confirm the award category you are nominating for:

BEST WOMAN KEY ACCOUNT N	MANAGER	BEST WOMAN IN FIELD SALES

BEST WOMAN IN SALES SUPPORT B	EST WOMAN IN ADVERTISING SALES

BEST WOMAN BUSINESS DEVELOPMENT MANAGER BES	ST WOMAN IN INSIDE SALES
---	--------------------------

3 Details of the person that is being nominate	Details of the person making this nomination
FULL NAME	FULL NAME
JOB TITLE	JOB TITLE
COMPANY	COMPANY
ADDRESS	ADDRESS
CITY	CITY
COUNTRY	COUNTRY
TELEPHONE	TELEPHONE
EMAIL	EMAIL
WEBSITE	
WEDSHE	

4	Why are you nominating this person? (maximum 300 words)

<u>www.wisawardsasia.com</u>

WOMEN IN SALES AWARDS

info@wisawardsasia.com

**Yes I confirm** the nominee can participate in the judging day if shortlisted & we acknowledge that if the nominee progresses to the finalist stage we have to pay £300 + VAT (This fee only covers the cost of running the judging day and does not include the cost to attend the awards dinner which all finalists are required to attend)

If your nominee/nominees decide to drop out of the competition after the finalists are announced for whatever reason or resigns from your company, the company will still be liable to pay the finalist fee. This is a condition of entry. All the finalists will be contacted after the nomination deadline.

Please tick to agree to the Terms & Conditions \*

#### LAGREE TO THE TERMS AND CONDITIONS

(please note by submitting this form you are agreeing to the terms and conditions even if you do not tick the box)

— Carefully read the terms and conditions below —

### Terms and Conditions

- The awards will be administered by Zars Media
- Zars Media will appoint a Judging Panel who will make an assessment of all the nominations and score each entry according to the guidelines.
- The Judges decision is final and binding, and no correspondence will be entered into.
- By submitting a nomination you agree to supply any additional supporting evidence or other information requested.
- The Judges may also reallocate an entry to a different category.
- Finalists will be notified by email and will be announced on the 12<sup>th</sup> of December 2019. If you have not heard from us by the 16<sup>th</sup> of December your nominee has not been short-listed.
- Closing date for nominations is the 29<sup>th</sup> of October 2019.
- Zars Media will not be liable for delayed, lost or damaged entries.
   Entries are non-returnable, and any supporting documents should be copies, not originals as they will not be returned.

- Please be absolutely certain that your nominee is available the judging day on the 16<sup>th</sup> of January 2020 if short-listed. There is no other option for the judges to interview finalists.
- Finalists who don't attend the judging day will be disqualified and will still be liable to pay the finalist fee.
- If your nominee/nominees decide to drop out of the competition for any reason or resigns from your company after they have been short-listed as finalist/s, the company will still be liable to pay the £300 + VAT finalist fee.
- By submitting your entry you are confirming that the information it contains is correct. If the information submitted is found to be inaccurate your nominee will be disqualified and if they are a finalist will still be liable to pay the finalist fee.
- Please note finalist fees does NOT include the cost of finalists attending the awards dinner. The finalists' fees only cover the cost of running the judging day.

WOMEN IN SALES AWARDS



## THANK YOU FOR YOUR NOMINATION