

WISA

WOMEN IN SALES AWARDS

ASIA

NOMINATION FORM



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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.

The Nomination Process

23

July 2019

— NOMINATIONS OPEN

29

October 2019

— NOMINATIONS CLOSE

12

December 2019

— FINALISTS ANNOUNCED

16

January 2019

— JUDGING DAY

19

February 2019

— 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.

1 How did you find out about the awards?

2 Please confirm the award category you are nominating for:

BEST WOMAN KEY ACCOUNT MANAGER

BEST WOMAN IN SALES SUPPORT

BEST WOMAN BUSINESS DEVELOPMENT MANAGER

BEST WOMAN SALES DIRECTOR

BEST WOMAN SALES MANAGER

BEST WOMAN IN PHARMA SALES

BEST WOMAN IN FINANCIAL SALES

BEST WOMAN IN SOFTWARE SALES

BEST WOMAN IN TECHNOLOGY SALES

BEST WOMAN IN FIELD SALES

BEST WOMAN IN ADVERTISING SALES

BEST WOMAN IN INSIDE SALES

BEST WOMAN IN TRAVEL AND LEISURE SALES

BEST WOMAN SALES NEWCOMER

BEST WOMAN IN PROFESSIONAL SERVICES SALES

BEST SALES MENTOR (male colleagues can be nominated for this category)

LIFETIME ACHIEVEMENT IN SALES

3 Details of the person that is being nominated

FULL NAME

JOB TITLE

COMPANY

ADDRESS

CITY

COUNTRY

TELEPHONE

EMAIL

WEBSITE

Details of the person making this nomination

FULL NAME

JOB TITLE

COMPANY

ADDRESS

CITY

COUNTRY

TELEPHONE

EMAIL

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

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 *

I AGREE 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 12th of December 2019. If you have not heard from us by the 16th of December your nominee has not been short-listed.
- Closing date for nominations is the 29th 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 16th 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.**

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THANK YOU
FOR YOUR NOMINATION