



NOMINATION  
FORM

WISA

WOMEN IN SALES AWARDS

NORTH AMERICA

FOUNDED BY ZARS MEDIA

# Women in Sales Awards 2017

(NORTH AMERICA)

The awards are designed to find the most exemplary women within sales across North America 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. Venue details will be announced shortly.





## The interview on the judging day with the judges.

### 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.

## 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 Nomination Process

GREAT NEWS! WE HAVE SIMPLIFIED THE NOMINATION PROCESS. TO NOMINATE COMPANIES ONLY NEED TO COMPLETE THE FORM BELOW.



All nominations are FREE to enter. Anyone short listed for the finals will be required to pay \$200.  
Once completed, please email your form to [nomination@wisawardsna.com](mailto:nomination@wisawardsna.com)

# 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 choose the award category you wish to enter your nominee.

BEST WOMAN PHARMA SALES

BEST WOMAN UTILITIES SALES

BEST WOMAN HEALTHCARE SALES

BEST WOMAN RETAIL SALES

BEST WOMAN FINANCIAL SALES

BEST WOMAN SALES NEWCOMER

BEST WOMAN INSURANCE SALES

BEST WOMAN INSIDE SALES

BEST WOMAN SOFTWARE SALES

BEST WOMAN TRAVEL AND LEISURE SALES

BEST WOMAN TECHNOLOGY SALES

BEST WOMAN PROFESSIONAL SERVICES SALES

BEST WOMAN CONSUMER SALES

BEST WOMAN SALES MANAGER

BEST WOMAN ADVERTISING SALES

BEST WOMAN SALES DIRECTOR

BEST WOMAN FIELD SALES

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

## 2. Details of the person that is being nominated

NAME:

SURNAME:

JOB TITLE:

COMPANY:

ADDRESS 1:

ADDRESS 2:

CITY:

COUNTY:

COUNTRY:

POST CODE:

TELEPHONE:

EMAIL:

WEBSITE:

## 3. Details of the person making this nomination

NAME:

SURNAME:

JOB TITLE:

COMPANY:

ADDRESS 1:

ADDRESS 2:

CITY:

COUNTY:

COUNTRY:

POST CODE:

TELEPHONE:

EMAIL:

WEBSITE:

#### 4. Why Are You Nominating This Person



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 \$200 (*This fee only covers the cost of running the judging day and does not include the cost to attend the awards dinner*).

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 \$200 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

**YES I CONFIRM** the nominee if selected as a finalist will attend awards dinner and we commit to purchase a minimum of 3 seats at the awards dinner on the 22nd of June 2017. This is a condition of entry.

*- 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 18th of April 2017. If you have not heard from us by the 21st of April your nominee has not been short-listed.
- Closing date for nominations is the 21st of February 2017. Late entries will incur a late fee of \$100.
- 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 can participate in the judging day on the 18th of May 2017 if short-listed. There is no other option for the judges to interview finalists.
- Finalists who do not participate in 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 \$200 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.





THANK YOU  
*- for -*  
YOUR  
NOMINATION

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