

## How to Enter

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The 2<sup>nd</sup> Annual NSN Atlanta Sales Impact Awards celebrates outstanding achievement in sales. The Sales Impact Awards draws the key players in the sales industry within Metro Atlanta. Each award category has its own criteria, but all entrants will be judged on ethics, best practice and excellence in sales.

The Awards are the perfect platform for organizations to highlight their sales success and show that they are a business that develops outstanding and highly professional sales people

Categories are open to entries from sales professionals across various industries and from organizations of all sizes.

Being nominated for The Sales Impact Awards inspires teams and individuals to continually reach higher, knowing their efforts are valued and successes will be recognized.

The Awards culminate in an impressive Oscar's style Awards Ceremony on October 17, 2013 at the Twelve Atlantic Station Ballroom, attended by over 200 sales professionals.

### **Tell your story and make a difference...**

Each year, individuals enter the Sales Impact Awards to:

- Benchmark their success against their peers and competitors
- Prove they are not only the best in their organization but the best in Atlanta
- Gain third party endorsement for their innovative approach to sales
- Inspire the rest of their team and organization to achieve greater success
- Acknowledge the individuals and strategies that have delivered exceptional performance

### **Entries are free of charge – Enter today**

#### **Categories Include:**

##### **1. Outstanding Sales Manager**

Recognizing the achievements of sales managers and sales professionals with a managerial role at organizations of any size, of any type.

##### **2. Outstanding Sales Operations Professional**

Recognizing sales executives and sales professionals with a managerial role for their achievements in managing sales organizations that run effectively, efficiently and in support of business strategies and objectives.

##### **3. Outstanding Sales Training or Education Professional**

Recognizing sales executives and sales professionals with a managerial role who manage and deliver sales training or education in any aspect of work life.

#### 4. Outstanding Sales Representative

Recognizing individual sales representatives for their personal contributions to organizations' sales results. **This category has been split into 3 separate categories:**

- **Business Services Industries:** recognizes sales representatives in business services industries such as advertising, consulting, marketing, public relations, recruiting, etc.
- **Service Industries:** recognizes sales representatives in services industries such as insurance, financial services, healthcare, hospitality & leisure, legal, media & entertainment, real estate, retail, etc.
- **Technology Industries:** recognizes sales representatives in technology industries such as computer software, computer services, computer hardware, internet/new media, and telecommunications.

#### 5. Outstanding Newcomer

##### CRITERIA

This category is open to all sales professionals that have worked within a sales environment for no more than 24 months at the time of entry. The judges will be looking for:

Development of sales skills

A positive attitude and professional approach

Evidence of early commercial success

Career path preparation

**CLOSING DATE FOR ENTRIES: October 7, 2013**

Email completed entries to: [salesimpactawards2013@gmail.com](mailto:salesimpactawards2013@gmail.com)

Questions please contact: Andrea Harper (404) 583-5545

# SELF-NOMINATION FORM

**CLOSING DATE FOR ENTRIES: October 7, 2013**

Email completed entries to: [salesimpactawards2013@gmail.com](mailto:salesimpactawards2013@gmail.com)

Questions please contact: Andrea Harper (404) 583-5545

Please note that there is a 250 word limit on each question unless otherwise stated:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Email: \_\_\_\_\_ Phone: \_\_\_\_\_

Award Applying For: \_\_\_\_\_ (i.e. New Comer, etc)

1. Describe your role highlighting the function you serve in your business. Please include a reference to the business in which your company operates.

2. Describe why you chose sales as a profession and what attracted you to the industry.

**3. Describe the biggest challenge you are currently facing in your role and how you are tackling it?**

**4. What training have you received and how have you translated that into positive sales for your business?**

**5. What are your career progression plans for the future?**

**6. In no more than 100 words, summarize your overall success during the year with statistics on performance against target.**

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