

NZ BOOK INDUSTRY AWARDS 2021

AWARD INFORMATION SALES PERSON OF THE YEAR

Who should enter

The winner of this award will be the New Zealand-based sales person who has made the biggest contribution and difference to their customers, publishers and/or agencies. This person may be field-based or work as part of a sales team.

Criteria

The judges are looking for an exceptional sales person who has had positive impact on the book industry. The winner will show excellent working relationships with customers, knowledge and passion for the industry and excellence in their work. This may include outperforming budget expectations, successful stock management and strong communication skills.

What to submit

- A completed entry form.
- A single PDF (5 pages max.) which addresses the above criteria. Note: examples must be from 1 April 2020 to 31 March 2021.
- This nomination will usually take the form of written testimonials from customers and colleagues.

Entry fee

This year there is no entry fee for this category for members of PANZ. Non-members may enter for a fee of \$100+gst.

The prize

The winner will be presented with a trophy and certificate at the Awards Dinner on Saturday 21 August. Winners may be called on to do media interviews in the weeks following the Awards to talk about their win.

How to enter

Nominations can be made by anyone involved in the NZ bookselling or publishing industry.

Email your entry to gemma.browne@booksellers.co.nz by **5pm on Friday 9 July 2021**.

Booksellers
Aotearoa New Zealand

 **Publishers
Association of
New Zealand**
Te Rau o Tākupu