

NZ BOOK INDUSTRY AWARDS 2024

AWARD INFORMATION SALES PROFESSIONAL OF THE YEAR

Who should enter

New Zealand-based sales professionals working in the book publishing industry.

Note: This award is **not** limited to sales reps/account managers; nominees may be field-based or work as part of an in-house team either actively selling or supporting Sales roles.

Criteria

The judges are looking for an exceptional sales person whose work shows evidence of the following (weightings are in brackets):

- Performance at a high level; delivery of high-level support (sell-in, backlist maintenance, follow-up, customer-tailored solutions, etc.) resulting in profitable sales for their customers **(50%)**;
- A positive impact on the book industry, their customers, publishers and/or agencies, through their knowledge, passion and active involvement in the industry **(25%)**;
- Excellent working relationships **(25%)**

What to submit

- A [completed entry form](#).
- In the form the nominee will be asked to concisely outline the reasons for this nomination, with specific reference to the above criteria and to the **impact** the nominee and their work has had. Note: examples must be from 1 April 2023 to 31 March 2024.
- Some of the things you could include are:
 - Details of the nominee's performance, for example outperforming budget expectations, successful stock management and strong communication skills.
 - Examples of how the nominee has made a contribution and/or difference to their customers, publishers and/or agencies.
 - Written testimonials from customers and colleagues.

Entry fee

There is no entry fee for this category for members of PANZ or Booksellers NZ. Non-members may enter for a fee of \$100 (+GST).

The prize

The winner will be presented with a certificate at the Awards Dinner on Saturday 3 August 2024. Winners may be called on to do media interviews in the weeks following the Awards to talk about their win (and to promote New Zealand book industry generally).

How to enter

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

Complete [the online form](#) by **10am on Friday 31 May 2024**.

Booksellers
Aotearoa New Zealand

