

# NZ BOOK INDUSTRY AWARDS 2019

## AWARD INFORMATION

### NZ SALES PERSON OF THE YEAR

#### Who should enter?

The winner of this award will be the 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 in New Zealand.

#### Criteria

The judges are looking for an exceptional sales person who has made a positive impact on the book industry. The winner will show knowledge and passion for the industry and excellence in their work. This may include outperforming budget expectations, successful management of returns, excellent working relationships with a range of customers and well-planned author events.

#### What to submit

- A completed entry form
- A single PDF (5 pages max.) which addresses the above criteria. Note: examples must be from 01 April 2018 to 31 May 2019.
- This nomination will usually take the form of written testimonials from customers and/or employers/colleagues.

#### Entry fee

This year there is no entry fee for this category. 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 24 August and will be included in a media release, Booksellers NZ website and social media managed by Booksellers NZ.

#### 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](mailto:gemma.browne@booksellers.co.nz) by **Monday 15 July 2019**.