



2025 AWARD INFORMATION

SALES PROFESSIONAL OF THE YEAR

WHO SHOULD ENTER?

New Zealand-based sales professionals working in the book publishing industry. 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 salesperson whose work shows evidence of the following:

- 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
- A positive impact on the book industry, their customers, publishers and/or agencies, through their knowledge, passion and active involvement in the industry
- Excellent working relationships

Examples should relate to the period 1 April 2024 to 31 March 2025

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.
- 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

THE PRIZE

The winner will be presented with a certificate at the Book Industry Awards on Saturday 19 July 2025. Winners may be called on to do media interviews in the weeks following the awards to talk about their win (and to promote the New Zealand book industry generally).

HOW TO ENTER

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

Entries close 10am Friday 6 June 2025