

SALESPERSON OF THE YEAR



CRITERIA EIGIBILITY - JUDGING PERIOD: 1 JANUARY 2023 - 31 DECEMBER 2023

ENTRIES CLOSE FRIDAY 31 MAY 2024

All entries must be submitted online at <http://entry.acras.com.au>.
THIS DOCUMENT IS A GUIDE ONLY.

This award is a merge of Best Agency, Regional and Direct Salesperson. Metro & Non-Metro.

This category encourages excellence and achievement in overall sales performance of an individual and will be judged on the following criteria. Covering the judging period between 1 January 2023– 31 December 2023.. Please note all information supplied is treated with strictest confidence.

Salespersons must have been employed by the same organisation for the entire period of judging – a minimum of 12 months.

Criteria

- The percentage and total dollar amount above budget you achieved in the judging period. This figure relates to your personal performance and must reflect a budget previously agreed with your Manager.

Provide other supporting information you feel is relevant to your entry. Keep the material concise and to a maximum of 2 pages which may include a client testimonial, new business achievements or other relevant information. Both Financial Controller and General Manager must review and approve your entry to verify all figures provided.

Requirements

- Stations represented
- Budget (\$)
- YOY Client Growth
- Total dollar ABOVE budget (\$)
- Percentage ABOVE budget (%)

% Dollars above budget/budget

When completing the online form, use the names of individuals or teams exactly as they would appear on a finalist certificate or winner's trophy - PRINT CLEARLY to ensure there are no mistakes. Please provide phonetic pronunciations of names if possible. Commercial Radio & Audio will not be responsible for incorrect spelling of names.