Complete instructions about how to prepare and submit nominations to the world's preeminent awards program for customer service, contact center, business development, and sales professionals

Entry Kit for the **2016** Stevie® Awards for **Sales & Customer Service**

THE STEVIES
FOR SALES & CUSTOMER SERVICE

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We invite your organization to submit nominations to the 2016 (10th annual) Stevie® Awards for Sales & Customer Service, the world's top honors for customer service, contact center, business development, and sales professionals.

All organizations worldwide are eligible to participate in the awards: large and small, public and private, for-profit and non-profit. Nominations may be submitted by individuals or organizations. Last year's competition attracted more than 1,900 nominations from organizations in more than 30 nations.

The Stevie® Award trophy, the prize that is conferred in the Sales & Customer Service awards and all other Stevie Award programs, is one of the world's most coveted prizes.

Many of the world's largest and most famous companies have won Stevie Awards. Most of our winners each year are small and midsize companies that are still growing and building their brands, however.

This booklet explains how to prepare and submit nominations to the Sales & Customer Service awards. The first important step to entering is to review the categories and to choose the categories in which you'll participate. There are many categories to choose from, including the following:

Sales

Sales Individual	see page 6
Sales Team	see page 7
Sales Achievement	see page 8
Sales Distinction **(New for 2016)**	see page 9

Customer Service & Contact Center

Customer Service & Contact Center Individual	see page 9
Customer Service & Contact Center Team	see page 10
Customer Service & Contact Center Achievement	see page 12
Customer Service Department	see page 12
Customer Service Success **(New for 2016)**	see page 13

New Product & Service — see page 14

Solution Provider — see page 14

Business Development — see page 15

In these pages you will find explanations of the submission requirements for all of these categories, and an outline of how to submit your entries through our website at **www.StevieAwards.com/Sales**. All of this information is also available on the website.

New for 2016, you'll have access to all of the judges' comments about all of your entries.

We hope your organization will submit entries to the 2016 Stevie Awards for Sales & Customer Service. Please don't hesitate to contact us with your questions about how to participate.

Cordially,

Michael Gallagher
President
The Stevie Awards

Hear from the Stevie Awards president about the awards

Monitor Stevie® Awards Social Media for Updates to the Calendar

2016 Calendar

October 21 2015	Early-bird entry deadline
November 18	Entry deadline
November - January	First-round judging
January 12 2016	Last day that late entries will be accepted with payment of $55/entry late fee
January 20	Finalists notified
January 21	Public voting opens for People's Choice Stevie Awards for Favorite Customer Service(see page 12)
January - February	Final judging
February 12	Public voting closes at 11:59 pm ET for People's Choice Stevie Awards for Favorite Customer Service
March 4	Awards banquet at the Paris Las Vegas Hotel in Las Vegas, Nevada USA

Some 2015 Stevie® Winners Talk About Their Awards

60K Ltd.

Artificial Solutions

Cisco Systems

Competence Call Center

Deutsche Post DHL

Fastjet

GoDaddy.com

IBM Corporation

Measat Broadcast Network Systems

Oi

Ooyala

Revenue Storm

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How the Stevie® Award Winners Will Be Determined

Judging of entries will be conducted in two phases: preliminary and final. Preliminary judges are be recruited worldwide, apply to judge on the Stevie Awards for Sales & Customer Service web site, and if accepted are assigned categories by Stevie® Awards staff, based on their industry, function, and experience.

During preliminary judging, each entry is reviewed, rated and commented upon by no fewer than five (5) volunteer judges who have been approved as qualified (by Stevie Awards staff) to judge those entries. All entries are viewed and rated at the judges' convenience over the Internet. Rating is done on a scale of 1-10.

All entries that receive an average score of at least 7.0 in the preliminary round of judging, regardless of category, are automatically designated as Finalists, and are eligible to be included in final judging.

Members of the final judging committees are invited. Many of them are past Stevie Award winners. During final judging, Finalist nominations are rejudged/scored by final judges. Every category that has at least one Finalist will have at least one Gold Stevie Award winner. The Finalist entry with the highest average score in a category after final judging will be awarded the Gold Stevie Award. Other Finalists that receive an average score of at least 8.0 out of 10 will be accorded Silver Stevie status. Remaining Finalists will be accorded Bronze Stevie status.

The Top 10 Awards

The Top 10 Awards are 10 best-of-competition prizes that will be presented to the organizations that submit the best collection of entries to the Stevie Awards for Sales & Customer Service, in their own name or in the names of one or more clients.

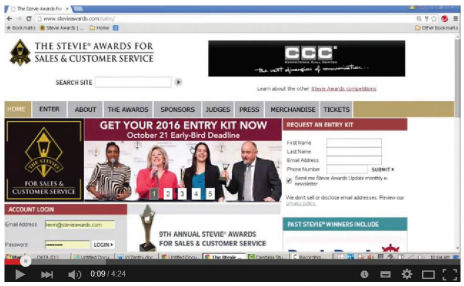
The winners of these prizes will be awarded the Grand Stevie Award trophy.

These awards cannot be applied for directly. Winners will be determined by a points system based on the total number of awards won in the Stevie Awards for Sales & Customer Service, with a Gold Stevie win counting for 3 points, a Silver Stevie for 2 points, and a Bronze Stevie counting for 1.5. Points cannot be counted more than once in calculating Top 10 Award winners (i.e., points won by an agency in its client's name cannot be counted a second time in the agency's name).

How to Submit Your Entries

After you have chosen your categories and prepared your entries according to the requirements outlined on the following pages, do the following:

1. Visit the website at www.StevieAwards.com/Sales and click on the **ENTER** button on the navigation bar.
2. Follow the instructions and click the **REGISTER** button to complete the registration form that will create your entry-submission account.
3. Within your entry-submission account, choose the first category you'll enter, and complete and save the entry form for that category.
4. Repeat the process as necessary to create and save additional entries.



Watch a short video about how to submit entries

5. When you've created all of your entries, select them and click the **SUBMIT SELECTED NOMINATIONS** button to begin the submission process.
6. Review and agree to the Terms and Conditions of Entry, and choose to pay your entry fees by credit card, bank check, or wire transfer.

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Entry Fees

Early-bird entry fees are as follows:

- U.S. $215 per entry in the categories that recognize the achievements of individuals
- U.S. $440 per entry in the categories that recognize the achievements of entire organizations, teams and departments and new products and services

Entry fees will rise $45/entry after the October 21 early-bird deadline. Entries may be still be submitted after the final deadline of November 18, up through January 12, 2016, but a late fee of $55/entry will be assessed in addition to the entry fee.

If appropriate an entry may be entered in multiple categories; and the fees are due for each category entered. Each entry will be judged separately in each category entered. Entries submitted in multiple categories are eligible to win multiple awards.

Payment may be made by credit card, check, or wire transfer. We accept American Express, Mastercard, and Visa. Payment by check must be made in U.S. dollars by check or draft drawn on a **U.S. bank** payable to Stevie Awards, Inc. Non-U.S. bank checks will be returned. Please note the name of the entering organization on your check or draft. **Enclose the check with a printout of the "Pay By Check" page on our website.**

For wire transfers to our bank, write to help@stevieawards.com for instructions.

No refunds will be made after November 18, 2015.

Entry Kit for the **2016** Stevie® Awards for **Sales & Customer Service**

Categories

The following is a list of all categories in the Stevie® Awards for Sales & Customer Service.

The categories are grouped by type.

The submission requirements for each type of category are listed at the beginning of each group.

SALES INDIVIDUAL CATEGORIES

The sales individual categories recognize individual sales professionals.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing the nominee's accomplishments since July 1, 2014.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

1. Senior Sales Executive of the Year
Recognizing senior sales executives with titles such as Chief Sales Officer. This category may also be used to recognize senior corporate executives for their role in driving sales achievements.

2. Worldwide Sales Executive of the Year
Recognizing sales executives with responsibility for sales performance on a global level.

3. National Sales Executive of the Year
Recognizing sales executives with responsibility for sales performance on a national level.

4. Sales Director of the Year
Recognizing the achievements of sales directors at organizations of any size, of any type.

5. Sales Manager of the Year
Recognizing the achievements of sales managers and sales professionals with a managerial role at organizations of any size, of any type.

6. Sales Operations Professional of the Year
Recognizing sales executives and sales professionals with a managerial role for their achievements in managing sales organizations that run effectively, efficiently and in support of business strategies and objectives.

7. Sales Training or Education Professional of the Year
Recognizing sales executives and sales professionals with a managerial role who manage, design, or deliver sales training or education in any aspect of work life.

8. Sales Representative of the Year
Recognizing individual sales representatives for their personal contributions to organizations' sales results. This category is split into four separate categories:

a. Business Services Industries: recognizes sales representatives in business services industries such as advertising, consulting, marketing, public relations, recruiting, etc.

b. Other Service Industries: recognizes sales representatives in services industries such as financial services, healthcare, hospitality & leisure, legal, media & entertainment, real estate, retail, etc.

c. Technology Industries: recognizes sales representatives in technology industries such as computer software, computer services, computer hardware, internet/new media, and telecommunications.

d. All Other Industries: recognizes sales representatives in all industries not covered by the other Sales Representative of the Year categories.

SALES TEAM CATEGORIES

The sales team categories recognize the members of individual teams within your overall sales department. For example, the team may service a particular customer segment or a single client, or may work in a particular sales territory.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing the team's accomplishments since July 1, 2014.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

20. Global Sales Team of the Year
Recognizing sales teams whose industry, client, or other focus has a global scope.

21. National Sales Team of the Year
Recognizing sales teams whose industry, client, or other focus has a national scope.

22. Government Sales Team of the Year
Recognizing sales teams whose charge is selling to government clients.

23. Field Sales Team of the Year
Recognizing sales teams that obtain the majority of their business out of the office at face to face meetings with clients.

24. Telesales Team of the Year
Recognizing sales teams that obtain the majority of their business by telephone.

25. Online Sales Team of the Year
Recognizing sales teams that obtain the majority of their business via online and social media.

26. Sales Support Team of the Year
Recognizing teams that provide administrative, logistical, or resource support to sales organizations.

27. Sales Operations Team of the Year
Recognizing teams that help sales organizations to run effectively, efficiently and in support of business strategies and objectives.

28. Virtual Technology Sales Enablement and Pre-sales Team of the Year
A new category for 2016. Recognizing teams that provide remote sales and technology expertise to accelerate and enable sales with a global or national scope.

29. Sales Management Team of the Year
Recognizing the leadership teams of sales organizations for their achievements.

SALES ACHIEVEMENT CATEGORIES

The sales achievement categories recognize excellence in particular types of achievements related to the sales process.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing the nominee's accomplishments since July 1, 2014 in the area covered by the category.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

30. Sales Turnaround of the Year
Recognizing sales organizations for improvements since July 1, 2014, over the prior year. Improvements in revenue, operations, and training will be considered in this category.

31. Sales Growth Achievement of the Year
Recognizing sales organizations for their improvements in sales growth - in revenue and/or units - since the beginning of July 2014, over the prior year.

32. Best Use of Technology in Sales
Honoring sales organizations for their innovative use of technology to improve sales operations, drive sales growth, and/or improve customer satisfaction since the beginning of July 2014.

33. Demand Generation Program of the Year
Recognizing sales organizations (and their colleagues in marketing) for their demand generation programs.

34. Outbound Marketing Program of the Year
Recognizing marketing programs that use advertising, promotions, public relations and sales.

35. Inbound Marketing Program of the Year
Recognizing marketing programs that rely on content generation, lead development, and prospect cultivation.

36. Sales Process of the Year
Recognizing sales organizations for their development and use of sales process methodologies.

37. Sales Training or Coaching Program of the Year
Recognizing sales organizations for their development and use of sales training and coaching programs.

38. Sales Meeting of the Year
Recognizing sales organizations for creativity and effectiveness in their sales meetings. **There is no entry fee for this category.**

39. Award for Innovation in Sales
Recognizing new ideas and developments within sales that enabled organizations to implement creative selling and business development strategies, since the beginning of July 2014, to win new customers and grow revenue.

SALES DISTINCTION CATEGORIES

These categories have replaced the Sales Department categories. Rather than focus on the performance of a named sales department, these new categories recognize sales-related achievements across your entire company or organization. You choose the successes you wish to highlight. They can be related to revenue growth, customer acquisition, lead development, training, enculturation of product knowledge, etc.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing your organization's sales-related accomplishments since July 1, 2014.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

40. Sales Distinction of the Year - Computer Hardware

41. Sales Distinction of the Year - Computer Services

42. Sales Distinction of the Year - Computer Software

43. Sales Distinction of the Year – Distribution & Transportation

44. Sales Distinction of the Year - Financial Services

45. Sales Distinction of the Year – Healthcare, Pharmaceuticals, and Related Industries

46. Sales Distinction of the Year – Hospitality & Tourism

47. Sales Distinction of the Year - Industrial & Manufacturing

48. Sales Distinction of the Year - Media & Entertainment

49. Sales Distinction of the Year – Public Services & Education

50. Sales Distinction of the Year - Services

51. Sales Distinction of the Year - Telecommunications

52. Sales Distinction of the Year – All Other Industries

CUSTOMER SERVICE & CONTACT CENTER INDIVIDUAL CATEGORIES

The customer service and contact center individual categories recognize individual contact center and customer service professionals.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing the nominee's accomplishments since July 1, 2014.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

55. Front-Line Customer Service Professional of the Year

Recognizing the achievements of customer service professionals who directly engage customers. This category is split into five separate categories:

a. Business Services Industries: recognizes achievements of professionals in business services industries such as advertising, consulting, marketing, public relations, recruiting, etc.

b. Other Service Industries: recognizes achievements of professionals in services industries such as financial services, healthcare, hospitality & leisure, legal, media & entertainment, real estate, retail, etc.

c. Technology Industries: recognizes achievements of professionals in technology industries such as computer software, computer services, computer hardware, internet/new media, and telecommunications.

d. All Other Industries: recognizes achievements of professionals in all industries not covered by the other Front-Line Customer Service Professional of the Year categories.

56. Back-Office Customer Service Professional of the Year
Recognizing the achievements of customer service professionals who work behind the front lines of customer service organizations for their achievements since the beginning of July 2014.

57. Young Customer Service Professional of the Year
Recognizing the achievements of customer service professionals under the age of 30.

58. Customer Service Manager of the Year
Recognizing the achievements of customer service managers and service professionals with a managerial role at organizations of any size, of any type.

59. Customer Service Leader of the Year
Recognizing the achievements of senior customer service and call center executives.

60. Contact Center Professional of the Year
Recognizing the achievements of non-executive professionals who work in a call or contact center.

61. Contact Center Manager of the Year
Recognizing the achievements of contact or call center managers for their achievements since the beginning of July 2014.

62. Contact Center Leader of the Year
Recognizing the achievements of senior contact or call center executives for their achievements since the beginning of July 2014.

CUSTOMER SERVICE & CONTACT CENTER TEAM CATEGORIES

The customer service team categories recognize the members of individual teams within your overall customer service department or contact center organization. For example, the team may service a particular customer segment or a single client, or may work in a particular call center.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing the customer service team's accomplishments since July 1, 2014.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

65. Customer Service Team of the Year – Recovery Situation
Recognizing service teams who have demonstrated exceptional skill in recovering either an individual case or in rebuilding an underperforming service department.

66. Customer Service Complaints Team of the Year
Recognizing service teams whose primary focus is to address and resolve customer complaints.

67. Front-Line Customer Service Team of the Year.
Recognizing service teams that directly engage customers. This category is split into five separate categories:

a. Business Services Industries: recognizes achievements of teams in business services industries such as advertising, consulting, marketing, public relations, recruiting, etc.

b. Other Service Industries: recognizes achievements of teams in services industries such as financial services, healthcare, hospitality & leisure, legal, media & entertainment, real estate, retail, etc.

c. Technology Industries: recognizes achievements of teams in technology industries such as computer software, computer services, computer hardware, internet/new media, and telecommunications.

d. All Other Industries: recognizes achievements of teams in all industries not covered by the other Front-Line Customer Service Team of the Year categories.

68. Back Office Customer Service Team of the Year

Recognizing teams that provide service functions that do not directly engage customers, such as billing, credit and collections, payments, security and support services. This category is split into five separate categories:

a. Business Services Industries: recognizes achievements of teams in business services industries such as advertising, consulting, marketing, public relations, recruiting, etc.

b. Other Service Industries: recognizes achievements of teams in services industries such as financial services, healthcare, hospitality & leisure, legal, media & entertainment, real estate, retail, etc.

c. Technology Industries: recognizes achievements of teams in technology industries such as computer software, computer services, computer hardware, internet/new media, and telecommunications.

d. All Other Industries: recognizes achievements of teams in all industries not covered by the other Back-Office Customer Service Team of the Year categories.

69. Contact Center of the Year (Up to 100 Seats)

Recognizing call and contact centers that have no more than 100 seats. This category is split into five separate categories:

a. Business Services Industries: recognizes achievements of contact centers in business services industries such as advertising, consulting, marketing, public relations, recruiting, etc.

b. Other Service Industries: recognizes achievements of contact centers in services industries such as financial services, healthcare, hospitality & leisure, legal, media & entertainment, real estate, retail, etc.

c. Technology Industries: recognizes achievements of contact centers in technology industries such as computer software, computer services, computer hardware, internet/new media, and telecommunications.

d. All Other Industries: recognizes achievements of contact centers in all industries not covered by the other Contact Center of the Year (Up to 100 Seats) categories.

70. Contact Center of the Year (Over 100 Seats)

Recognizing call and contact centers that have more than 100 seats. This category is split into five separate categories:

a. Business Services Industries: recognizes achievements of contact centers in business services industries such as advertising, consulting, marketing, public relations, recruiting, etc.

b. Other Service Industries: recognizes achievements of contact centers in services industries such as financial services, healthcare, hospitality & leisure, legal, media & entertainment, real estate, retail, etc.

c. Technology Industries: recognizes achievements of contact centers in technology industries such as computer software, computer services, computer hardware, internet/new media, and telecommunications.

d. All Other Industries: recognizes achievements of contact centers in all industries not covered by the other Contact Center of the Year (Over 100 Seats) categories.

71. Customer Service Management Team of the Year

Recognizing the leadership teams of customer service organizations and contact centers for their achievements.

72. Customer Service Training Team of the Year

Recognizing teams that develop and deliver training to customer service organizations and contact center personnel.

CUSTOMER SERVICE & CONTACT CENTER ACHIEVEMENT CATEGORIES

The customer service and contact center achievement categories recognize excellence in particular types of achievements related to customer service.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing the nominee's accomplishments since July 1, 2014 in the area covered by the category.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

75. e-Commerce Customer Service Award

Recognizing customer service and contact center organizations for their innovative use of online technologies and social media to service the needs of customers.

76. Best Use of Technology in Customer Service

Recognizing customer service and contact center organizations for their use of technology that has directly improved customer service delivery, provided real business benefits, and shown system adoption across the entire customer service function.

77. Award for Innovation in Customer Service

Recognizing new ideas and developments within customer service that enabled organizations to meet the needs of their customers more effectively, leading to increased satisfaction and loyalty. This category is split into five separate categories:

a. Computer Industries: recognizes achievement in the internet/new media, computer hardware, computer software, computer services, etc. industries.

b. Financial Services Industries: recognizes achievement in the accounting, banking, financial services, insurance, etc. industries.

c. Other Service Industries: recognizes achievement in all service industries except for financial services.

d. Telecommunications Industries: recognize achievement in all telecommunications industries.

e. All Other Industries: recognizes achievement in all industries that are not covered by one of the other Award for Innovation in Customer Service categories.

CUSTOMER SERVICE DEPARTMENT CATEGORIES

The customer service department categories recognize everyone who works formally in customer service in your organization, regardless of their role or location.

In addition to the possibility of receiving a peer-reviewed honor in these categories, all nominated customer service departments that are chosen as Finalists also will be included in voting for the People's Choice Stevie Awards for Favorite Customer Service. Online voting will open to the public worldwide in mid-January and will continue through early February. We will provide Finalists in these categories with tools to help you encourage your fans, followers and customers to vote for you. The nominee with the most votes in each category will receive a special crystal People's Choice Stevie Award.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing your customer service department's accomplishments since July 1, 2014.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

80. Customer Service Department of the Year – Airlines, Distribution & Transportation

81. Customer Service Department of the Year – Computer Hardware

82. Customer Service Department of the Year – Computer Software. This category is split into two separate categories:

a. At Organizations With Up to 100 Employees

b. At Organizations With 100 or More Employees

83. Customer Service Department of the Year – Computer Services

84. Customer Service Department of the Year – Financial Services. This category is split into two separate categories:

a. At Organizations With Up to 100 Employees

b. At Organizations With 100 or More Employees

85. Customer Service Department of the Year – Healthcare, Pharmaceuticals, and Related Industries

86. Customer Service Department of the Year – Leisure & Tourism

87. Customer Service Department of the Year – Public Services & Education

88. Customer Service Department of the Year – Retail

89. Customer Service Department of the Year – Telecommunications

90. Customer Service Department of the Year – All Other Industries

CUSTOMER SERVICE SUCCESS CATEGORIES

These are new categories for 2016. If your organization doesn't have a formal customer service function - if "everyone here works in customer service" is your motto - then these are the categories for you. If your organization has a formal customer service function, *don't* enter these categories - enter the Customer Service Department categories instead.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing your organization's customer service-related accomplishments since July 1, 2014.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

140. Customer Service Success - Business Service Industries

141. Customer Service Success - Financial Service Industries

142. Customer Service Success - Other Service Industries

143. Customer Service Success - Technology Industries

144. Customer Service Success - All Other Industries

NEW PRODUCT & SERVICE CATEGORIES

These categories recognize new and new-version solutions for sales, contact center, and customer service operations. Any type of product or service offering may be nominated in these categories.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing the nominated product or service that was released since July 1, 2014. Focus on features, functions, benefits, and sales performance to date.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. These might include product demonstrations videos, images, and press reviews. At the very least you should provide a link to the organization's website.

95. Business Intelligence Solution – New

96. Business Intelligence Solution – New Version

97. Collaboration Solution – New

98. Collaboration Solution– New Version

99. Contact Center Solution – New

100. Contact Center Solution – New Version

101. Incentive Management Solution – New

102. Incentive Management Solution – New Version

103. IVR or Web Service Solution – New

104. IVR or Web Service Solution – New Version

105. Marketing Solution – New

106. Marketing Solution – New Version

107. Relationship Management Solution – New

108. Relationship Management Solution – New Version

109. Sales Automation Solution – New

110. Sales Automation Solution – New Version

SOLUTION PROVIDER CATEGORIES

These categories recognize the achievements of solution providers for sales, contact center, and customer service professionals.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing the nominated organization's accomplishments since July 1, 2014.

(c) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

120. Sales Consulting Practice of the Year

121. Sales Training Practice of the Year

122. Sales Outsourcing Provider of the Year

123. Incentive, Rewards, or Recognition Provider of the Year

124. Customer Service or Call Center Consulting Practice of the Year

125. Customer Service or Call Center Training Practice of the Year

126. Sales or Customer Service Solutions Technology Partner of the Year

127. Contact Center or Customer Service Outsourcing Provider of the Year

BUSINESS DEVELOPMENT CATEGORIES

These categories recognize the achievements of individual business development professionals, and singular business development achievements in a variety of industries.

Information required for entries in these categories include:

(a) An essay of up to 650 words describing the nominated organization's accomplishments since July 1, 2014.

(b) Optional (but highly recommended), a collection of supporting files and web addresses that you may upload to our server to support your entry and provide more background information to the judges. At the very least you should provide a link to the organization's website.

130. Business Development Executive of the Year
Recognizing the achievements of business development executives since July 1, 2014. (Professionals at the VP level or higher.)

131. Business Development Professional of the Year
Recognizing the achievements of non-executive business development professionals since July 1, 2014. (Professionals at a Director level or lower.)

132. Business Development Achievement of the Year - Financial Services Industries
Recognizing singular business development achievements - agreements, deals, implementations, and/or performance results - in any of the financial services industries since July 1, 2014.

133. Business Development Achievement of the Year - Hospitality & Leisure Industries
Recognizing singular business development achievements - agreements, deals, implementations, and/or performance results - in any of the hospitality and leisure industries since July 1, 2014.

134. Business Development Achievement of the Year - Media & Entertainment Industries
Recognizing singular business development achievements - agreements, deals, implementations, and/or performance results - in any of the media and entertainment industries since July 1, 2014.

135. Business Development Achievement of the Year - Services Industries
Recognizing singular business development achievements - agreements, deals, implementations, and/or performance results - in any of the services industries (business or consumer) since July 1, 2014.

136. Business Development Achievement of the Year - Technology Industries
Recognizing singular business development achievements - agreements, deals, implementations, and/or performance results - in any of the technology industries since July 1, 2014.

137. Business Development Achievement of the Year - Transportation Industries
Recognizing singular business development achievements - agreements, deals, implementations, and/or performance results - in any of the transportation industries since July 1, 2014.

138. Business Development Achievement of the Year - All Other Industries
Recognizing singular business development achievements - agreements, deals, implementations, and/or performance results - since July 1, 2014 in any industry not addressed by categories 132 - 137.

The Stevie® Award

The Stevie Award trophy is one of the world's most coveted prizes. Since 2002 the Gold Stevie Award has been conferred for achievement in business to organizations and individuals in more than 60 nations.

The name Stevie is taken from the name Stephen, which is derived from the Greek for "crowned."

The crystal pyramid held aloft by Stevie represents the hierarchy of human needs, a system often represented as a pyramid that was developed in the 1960s by psychologist Abraham Maslow, who observed that after their basic needs are met, human beings seek the esteem of their peers.

FOR SALES &
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