

The Virginia Press Association presents



**2008 VPA Outstanding
Sales Professional
of the Year Award**



**Honoring Virginia's Best Newspaper/Online
Advertising and Marketing Professional
Sales Person**

Classified · Online · Display

Nomination Deadline: January 15, 2009



Nominate Your Best and Brightest Star For VPA's Outstanding Sales Professional of the Year Award

- This award is designed for sales personnel only. Two winners will be named: one for daily publications and one for non-daily publications (includes Specialty publications). A manager may be eligible only if they spend more than 50 percent of their time actively selling local accounts during the normal sales cycle through the year.
- Candidates will demonstrate leadership and tenacity that have engineered growth in lineage and revenues, developed and grown new accounts.
- Additional skill sets should include: excellent time management, organized approach to sales presentations, detail-oriented, accurate paperwork, excellent copy and layout skills, excellent communication skills and extraordinary customer service for clients.
- The nominee will have an ongoing positive attitude to change within and outside the industry. Will be competitive, knowledgeable of the benefits as they pertain to our industry. The nominee will demonstrate that they are reliable and responsible in the relationship between the customer and their employer with regards to credit, collections and profit. They will have a professional appearance and demeanor at all times.
- The candidate will receive recognition, a special gift and a plaque at the 2009 VPA Advertising Conference Saturday, April 25 at the Doubletree Charlottesville.





VPA Outstanding Sales Professional of the Year Award

Nomination Form

The Outstanding Sales Professional of the Year Award allows you to celebrate the qualities, traits and skills that are a part of your best sales professional team member. The winners will be considered role models whose qualities have led to great success in the newspaper/on-line advertising profession. When completing this form, please indicate why you think your nominee deserves this honor. Nominate just one person from your publication. Your nominee must be currently employed and must have at least a two-year tenure with your publication in a sales position. The nomination form must be typed.

Deadline for submitting nomination form: Thursday, January 15, 2009.

Nomination Form Part I.

Please complete the following:

Your name:

Your job title:

Publication:

Phone:

E-mail:

Name and job title of your nominee:

How long has your nominee been employed at your publication?

How long in his/her current position?

