

SALES PERSON OF THE YEAR 2007



NOMINEE: John Bolger

SPONSOR: Falcon

TITLE: Company director

COMPANY: RBS Office Supplies

RESPONSIBILITY: Focus on sales
and marketing

USP Sales Person of the
Year award is sponsored by:



i n v e n t

Why John Bolger?

“The candidate I have chosen to represent Falcon is someone I have very much enjoyed calling on over the last two years. RBS, a member of OFDA, has been very supportive of the promotions and campaigns that Falcon has presented and John has personally ensured that the features and benefits of the Dust-Off brand have been communicated to his customers.

“Being proactive, rather than reactive, separates the good sales person from the order taker and John certainly falls into the first category in getting out and among his accounts. I wish John the very best over the coming months of the competition and would like to personally thank him for the commitment shown to Falcon and its Dust-Off brand of cleaning products.” **MIKE GENNER, FALCON**

Interview with John Bolger

How long have you been in your current position?

About seven years.

What did you do previous?

Prior to that I was a bailiff for about three and a half years. When I came out of that, I went into the stationery trade and started doing some selling. And it just went on from there. Selling is something I find quite easy and I'm reasonably good at it!

Can you describe your role?

On the sales side of things I have responsibilities to drive that forward and develop marketing programmes. Besides that I get involved in almost every part of the business, including making the tea! But sales and marketing is my main focus.

Why are you in sales?

Effectively, I'm someone who is quite outgoing and bubbly and I think you're either born to it or not. I'm sorry, I know that sounds conceited, but if you've got a

personality and you enjoy what you do then I think it is a natural given that you find your way into sales.

What's your best achievement in this job?

Within the company it is watching it consistently grow, even with most businesses finding things hard currently. And we have an excellent reputation locally for quality and honesty.

What's your best piece of sales advice?

Always be professional and honest, have confidence in your own abilities, never take anything personally, never take anything for granted, and have a good sense of humour, you're going to need it!

Describe how you feel about the nomination?

Surprised and flattered, it's not something I expected. And it is always good to receive some recognition for what you do.

Why do you believe you should win this award?

I think I show the qualities that you need in today's industry – flexibility, motivation and drive. And I think those qualities give me the respect of both the client and customers. ■

ABOUT OUR SPONSOR...

FALCON

Falcon Safety Products Inc. is the leading manufacturer and marketer of compressed-gas cleaning dusters, including the Dust-Off brand of consumer electronics cleaning accessories.

Founded in 1953, Falcon has been committed to providing consumers with the highest quality of compressed gas products at the most economical value. That commitment, along with the company's focus on environmental and public safety issues has enabled the company and its brands to sustain its growth for over 50 years.

In the years to come our company will continue to deliver on those commitments, while at the same time providing our customers with innovative and helpful cleaning products.

FALCON – MIKE GENNER UK SALES AND MARKETING MANAGER

Sponsoring Sales Person of the Year allows manufacturers, such as ourselves, to both recognise and thank those who tirelessly work at promoting our products within an ever increasing competitive office supplies market. Joining with USP in the endeavour, through SPOTY, to find a truly deserving sales person gives our global leading Dust-Off brand excellent exposure to a very knowledgeable and discerning readership within the UK market.

