

# SALES PERSON OF THE YEAR 2007



NOMINEE: *Amy Morley*

SPONSOR: *HP*

TITLE: *Senior account manager*

COMPANY: *The Danwood Group*

RESPONSIBILITY: *Account management*

**USP** Sales Person of the  
Year award is sponsored by:



## Why Amy Morley?

HP is pleased to award Amy Morley, of The Danwood Group, our nomination for the Sales Person of the Year for 2007. Amy was chosen from HP's national base of SMB supplies partners. The recognition is due to her outstanding commitment to customer satisfaction and her revenue achievements within HP's original supplies portfolio. We would like to congratulate Amy on this achievement and wish her every success for the judging rounds.

**TONY SMITH, HP**

## Interview with Amy Morely

### How long have you been in your current position?

I've been here for just over two years. I was appointed an account manager and now I'm a senior account manager.

### What did you do previously?

Previous to this I was in field sales selling car warranties. In the past I've also had experience selling stationery.

### Can you describe your role?

I'm responsible for account management, and here we make very active outbound calls to customers. I work in an area in the south of the country and support three regional offices. We call them outbound regularly to check on their requirements, and explore the avenues of computer hardware, consumables, and peripheral supplies sales. But we also try to add some value by always being on the end of the phone and ready with a friendly ear if they need us. I deal with all sizes of accounts including large corporate accounts and government organisations.

### Why are you in sales?

This is what everybody says: that I'm a lively and excitable character. I do enjoy talking to people, motivating people, and building long term relationships. And I close really hard on customers!

### What's your best achievement in this job?

I won the HP promotion which was a £2,500 trip to New York, all expenses paid. That was for selling the most HP consumables over a six month period in our department of 14.

### What's your best piece of sales advice?

Be yourself. People buy from people, try to make yourself memorable.

### Describe how you feel about the nomination?

I am delighted to be considered for this nomination. It's a nice surprise.

### Why do you believe you should win this award?

I'm a key part in the relationship between HP and Danwood Direct and I have inroads into some of the biggest companies in the country with the ability to offer a quality range of products to them. I am also determined to succeed. ■

## ABOUT OUR SPONSOR...

### HP

HP focuses on simplifying technology experiences for all of its customers - from individual consumers to the largest businesses. With a portfolio that spans printing, personal computing, software, services and IT infrastructure, HP is among the world's largest IT companies, with revenue totalling \$94.1bn for the four fiscal quarters ended Jan. 31, 2007. More information about HP (NYSE: HPQ) is available at <http://www.hp.com>.

### TONY SMITH – HP'S COMMERCIAL CHANNEL BUSINESS DEVELOPMENT MANAGER

*"HP is very pleased to be associated with SPOTYA for a third year. We understand the fundamental role that salespeople play in our industry and why competitions like this are vital to continually improving standards within our industry, as well as simply recognizing deserving talent."*

