

THERE CAN BE ONLY ONE

Our judges have returned their scores, the numbers have been tallied and a winner has been chosen! As usual, the quality of candidate was extremely high, something the judges recognised in their scoring. A hearty congratulations from *USP Magazine* to gold, silver and bronze for the 2007 awards. The entries this year have been made up of people of all ages, with diverse backgrounds and working for very different businesses within our industry and the one thing they have all shared is that they are high achievers and great salespeople.

We'd like to say a big thank you to all our sponsors and the judging panel.

OUR JUDGES...

Tony Baker, Roman Group

Sammy Bartley, NEMO

Karly Beesley, Superstat

David Coghill, Spicers

Aidan McDonough, Integra

Steve Robinson, XPD

Paul Rowland, Pro-Train4results

And, as one door closes, another one opens: SPOTYA 2008.

If you're interested in supporting this unique competition recognizing the contribution that salespeople make to this industry, please contact Matthew Moore on 0207 288 6833 or on matthew.moore@intelligentmedia.co.uk.

USP Sales Person of the
Year award is sponsored by:

brother. At your side.

Besilque **Bi-Office**



Duplo

1st

Bi-silque **Bi-Office**



AMANDA LEONARD
INTERNAL SALES MANAGER

Universal Office Products (sponsored by Bi-silque)

On hearing she'd taken 1st place, Amanda had this say:
"To be honest, I think 'shocked' is probably a good word as you don't realise that somebody thinks that much of you to put you forward in the first place. And then you wonder, was there anyone else in the competition?! So it was a huge shock. And of course, thanks to Bi-silque and Robin Smith. We've met a few times and talked about promotions and the like, coming up with new ways to sell their products, and I'm really grateful to him for putting me forward. We can't do enough for our suppliers – it's a real two way street, and in fact the relationship with the suppliers is just as important as your relationships with the customers. Very honoured and very shocked. Thank you."

SPONSOR COMMENT:

Amanda was put forward for the award because of her diverse skill set that compliments all areas of the business, but also for her commitment and conscientiousness towards her colleagues and the company she works for.

2nd

SPICERS
Your Service is Our Business

GAVIN HODGES
SALES DIRECTOR
Pen & Inc
(sponsored by Spicers)



On hearing he taken 2nd place, Gavin had this say:
"This is a proud moment for everyone in the company to share. It's an awesome achievement, very pleased with it. Spicers sponsorship of us was all about where we are and where we're going as a company."

SPONSOR COMMENT:

Gavin won his nomination because of the enthusiasm he puts into his work, his resourcefulness in the face of obstacles and his dedication and competitive spirit.

3rd

ACCO NOBO

JONATHAN SMITH
BUSINESS DEVELOPMENT MANAGER
The Irongate Group
(sponsored by Acco Nobo)



On hearing he taken 3rd place, Jonathan had this to say:
"Slightly disappointed that I didn't get the top spot, but in such illustrious company to get third place is a great achievement and I'm pleased. Also, to have been chosen by Acco Nobo out of all the reps that they work with has been a humbling experience."

SPONSOR COMMENT:

Jonathan was entered into the competition for his enthusiasm and determination to succeed. He is also described as adaptable, and demonstrates the personal drive required to be a successful, professional salesman.



invent



TOTAL PERFORMANCE

