

AWARD WINNING

A report from the 2007 Sales Person of the Year Award presentation and dinner.

On a sparkling blue November day, the top three of the Sales Person of the Year competition 2007 were to sit down with their sponsors, and USP's Chris Allsop and David Collingbourne, to toast their success in the plush environs of Frederick's restaurant of Islington.

Unfortunately, on that same sparkling November day, the local exhibition hall was home to the ever popular Country Living event; subsequently a couple of the dinner guests who had heroically driven into London had to park just over the border into Scotland before they could disembark to get to dinner.

However, as heroically as they had driven, so heroically did they park, and finally did Bi-silque's Robin Smith, Pen&Inc's Gavin Hodges (second place), the Irongate group's Jonathan Smith (third place), Spicers' Mark McCormack and Acco's Louise Haslam finally sit down to a well deserved three course lunch.

As eagle eyed readers will have already noticed in the pictures, the winner of this year's competition



First place: Amanda Leonard

unfortunately couldn't make the dinner due to work commitments – a worthy winner.

To round the event off, USP's editor Chris Allsop made yet another immortal address/speech of about two lines succinctly summarizing what Sales Person of the Year Award means to the industry as a whole. And for all those who have yet to buy the CD off Amazon, here is essentially how it went:

"The Sales Person of the Year Award 2007 was once again closely fought between a select group of office products salespeople who showed the requisite full compliment of skills including good customer service, the right measures of persistence and commitment, and a proven ability to bring in the bacon. As with such things, there could only be one winner, and congratulations to Amanda Leonard. However, right down to the wire, it could

have gone any of three ways, and congratulations also go to Gavin Hodges and Jonathan Smith, and a certain smidgen of commiserations as there was so little in it.

"Finally, a thank you to all our sponsors of this year's competition without whom this one of a kind, open to all comers event could not take place. Why is it important? Salespeople are the lifeblood of the industry and, while as this event shows there are those who would work for the loyalty alone, recognizing their achievements at this level is the only fair and right thing to do for the effort they put in and to award excellence and present it as an example to be followed."

Obviously it's better read to stirring music, but we hope it gets the message across. See you in 2008!



Winners and sponsors

USP Sales Person of the
Year award is sponsored by:

At your side.
brother.

Besilque **Bi-Office**



Duplo



KEEP AN EYE OUT

*for the contestants
in SPOTYA 2008,
starting in the
new year.*

