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Leadership in Sales

Purpose

To recognize an outstanding Company Program Salesperson who has demonstrated leadership, professionalism, commitment to the company, and who has gone above and beyond in their role as a salesperson.

Minimum Criteria to Apply

- Has been nominated by their advising team. The advising team for each company can nominate one member of their team for this award.

How to Apply

- Complete the application form below. This is a fillable form. **For this form to work properly, you need to download the form and save it to your desktop first, then edit the form and save it again.** Please type your responses using a computer, do not print and handwrite your submission. You will electronically sign this form at the bottom.

- After completing the student sections of the form, have one of your advisors fill out the advisor section on the same form. They will read your answers to ensure they are complete and accurate and then will sign off on your application.

- After your advisor has signed off on your form, submit in **PDF** format (save file as Award Name - Student Name i.e President of the Year - Lesley Tulipano) at:
<https://www.surveymonkey.com/r/CPAwards2020> no later than **Friday, April 3rd, 2020 by 11:59 p.m.** An application without all required sections completed will not be considered. **No email applications will be accepted.**

Application Tip: Make sure you start writing your application well in advance of the deadline to account for editing, reviewing, advisor responses and any unforeseen circumstances. Try not to submit your answers last minute!

Award Interviews

Short-listed candidates will be interviewed by a panel of judges chosen by JA Central Ontario. Interviews will be held at the offices of Dentons LLP (Downtown Toronto) between 6:00 p.m. and 9:00 p.m. on Wednesday, April 22nd, 2020. Specific instructions will be sent to all finalists. To be eligible for an award students **MUST** attend Interview Night in person. No phone/video interviews will be permitted.

- The award winner will be selected on the basis of their combined written responses and interview scores.
- The award winner will be announced prior to ventureON and will be invited to a winner's reception on Wednesday May 20th, 2020 at the Toronto Reference Library. The end of year celebration, ventureON, will follow immediately after the winner's reception at the same location for all CP students.

Leadership in Sales - Application Form

This is a fillable form. Please type your responses using a computer, do not print and handwrite your submission. **These questions are for short answers only; don't use more space than provided in the form.**

Student's Name:

JA Company:

Student Responses

In one or two paragraphs, answer the following questions. Please type your responses. Ensure you are providing concrete examples when answering questions.

Comment on your sales strategy. How did your sales strategy lead your team to succeed in sales (1500 characters max with spaces)

How did you motivate your team throughout the sales cycle? (1500 characters max with spaces)

How did you adapt and apply creative approaches to continuously drive sales? (1500 characters max with spaces)

What is the most important thing you have learned as a salesperson for your team? (1500 characters max with spaces)

Advisor Response

Why do you feel that the nominated student should be awarded the Leadership in Sales award? (1500 characters max with spaces)

Agreement

I have read and understand the application requirements of the Leadership in Sales Award. I agree to comply with these requirements and with any further requirements established by JA Central Ontario.

To the best of my knowledge, all information contained in my application form is complete and accurate. If selected as an award finalist, I agree to the use of my name and photograph for promotional purposes.

Date:

Student Signature:

Advisor Signature: