



## Supplier Sales Professional of the Year Award Application

NAA's Supplier Sales Professional of the Year Award recognizes a sales professional who best exemplifies the characteristics of professionalism, service and expertise.

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The following items are required to properly submit a valid online application for NAA's Supplier Sales Professional of the Year Award.

### Submitters Contact Information

- First Name
- Last Name
- Job Title
- Email Address
- Phone Number
- Organization Name

### Nominee Information

- Nominee's First and Last Name
- Nominee's Job Title
- Nominee's Address
- Nominee's Phone Number
- Nominee's Email Address
- Nominee's Organization
- Is the organization an NAA Member? [yes/no]
- Please select name of NAA Affiliate/Local Apartment Association.
- Is the nominee's company a current NSC member? [yes/no]
- Does the nominee have the Certified Apartment Supplier (CAS) credential? [yes/no]
- Number of years of experience in rental housing.
- Number of years at current organization.

### Nominee Details

Sales must be the nominee's primary duty (minimum of 75 percent) within the business.

- In 250 words or less, describe the nominee's company.
- In 500 words or less, describe how the nominee achieves their sales goals [description can include the nominee's sales technique or strategy, the people, lessons or experiences that positively influence the nominee's performance, how co-workers would describe the nominee, biggest challenge (personal or professional) nominee overcame in the past year, and what nominee wants customers to remember about their sales experience].

- In 500 words or less, describe any other professional accomplishments including NAA and local apartment association involvement over the last 12 months.

### **Supporting Information (Upload)**

- Upload supporting documentation to assist judges in the evaluation of the Supplier Sales Professional of the Year Award. You may submit PDFs, Microsoft Word documents, Microsoft Excel documents, photos, videos, analytics, testimonials, etc. We encourage nominations to include benchmark and/or statistical data over a 12- to 18-month period that clearly illustrates the results achieved through sales efforts. Nominators are encouraged to provide as much information as is applicable regarding the candidate's merit for this award.
- Self-nomination is permitted for this award. However, when the nomination is submitted for an individual (rather than the team or company), the nomination must include a letter from the individual's supervisor or from a top manager of the company confirming the supporting data is accurate.

### **Social Media Promotion**

- Should you win, NAA will promote you and/or your organization via NAA's social channels using information provided below.
  - Nominee LinkedIn Page URL
  - Organization LinkedIn Page URL
  - Organization Facebook Page URL
  - Organization Instagram Page URL
- Please upload a hi-res professional headshot of the nominee.