



Sales Representative of the Year

Criteria

This award recognises the valuable contribution that sales representatives make to their industry, their customers and ultimately patients. Finalists will be able to show outstanding levels of support for their customers, a strong commitment to their industry and a proven ability to assist clinics in supporting patients and growing sales of their product.

Entry instructions

You are encouraged to keep your entry concise and clear; bullet points and the use of formatting options such as bold, underlines and italics are encouraged to ensure your entry is easy to digest for judges. Please note that **formatting cannot be copied and pasted from Word** documents, so you should only **add these when submitting** your entry on the website. A strict character limit of 1,700 (including spaces) is enforced for each question and you must not exceed this; however, your entry does not have to meet it. References are included in the character count, although you may supply a reference list as part of your supplementary materials if it exceeds the character count. The winner will be selected from the finalists using a combination of Aesthetics reader votes and judges' scores. Voting will constitute a 30% share of the final score.

Important: please check your entry carefully for accuracy, grammar and spelling as this information may appear in the *Aesthetics* journal and on the Aesthetics website, as well as being considered as part of the judging process. There will be **no opportunity to amend this once you have submitted** your application online unless you pay a £100 +VAT administration fee and this information is received before shortlisting has begun.

Questions

1. Detail your career in the medical aesthetics market up to and including your current role
2. Provide specific information related to the achievement of your targets in the last 12 months, including sales, frequency and coverage
3. Describe how you achieve excellent standards of customer service at all times
4. Give an example where you have gone above and beyond for a key client
5. Describe an initiative implemented by you in the last 12 months designed to support practitioners in growing sales of your products
6. Demonstrate how you embody the vision and values of the company that you represent
7. Detail any internal awards or recognition that you have received from your company such as managerial endorsement
8. Provide quantitative feedback or scoring if this is collected

PLEASE NOTE: Entries will only be accepted if submitted via aestheticsawards.com. For help and enquiries email contact@aestheticsjournal.com