



# Sales Executive of the Year Awards

saluting cable sales leadership

The CableFAX Sales Executive of the Year Awards recognize sales forces across cable who work tirelessly behind the scenes to drive revenue and keep our dynamic marketplace growing and business moving forward. CableFAX honors the distinguished leaders who set the bar. CableFAX will salute the winners and honorable mentions during an awards luncheon in May 2013 in New York City.

**Deadline: February 15, 2013**

**More Information: [www.CableFAXSalesAwards.com](http://www.CableFAXSalesAwards.com)**

Enter as many categories as you like but please tailor your entry to the category you are entering.

- Sales Person of the Year (VP and above)
- Sales Person of the Year (Below the VP level)
- Sales Team of the Year
- Most Creative Sales Pitch
- Rookie Sales Person of the Year
- Affiliate Sales Person of the Year (VP and above)
- Affiliate Sales Person of the Year (Below the VP level)
- CableFAX Sales Hall of Fame

### NEW Out of the Box Categories:

- The Relentless
- The Renewer
- The Woo-er
- Most Creative Program Sold to Client

### Compiling Your Entry (Visit [www.CableFAXSalesAwards.com](http://www.CableFAXSalesAwards.com) for full details)

#### What to Send

At the beginning of your two page synopsis, include the following information for all categories:

- Category entered • Title of entry • Key contact for entry • Organization submitting entry • Budget

#### Synopsis should include:

- Areas of Responsibility • Specific Successes (include metrics) • Sales or Leadership Hurdles/Challenges Overcome • Description of your Best Client Relationships • Testimonials and References, if you have them • Supporting materials as necessary

**How To Enter:** Use this form or visit [www.CableFAXSalesAwards.com](http://www.CableFAXSalesAwards.com) for additional category information and to enter online.

Mary Lou French  
 CableFAX SEOY Awards  
 Access Intelligence  
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 Rockville, MD 20850

**Deadline:** February 15, 2013  
**Late Deadline:** February 22, 2013  
**Event:** May 2013

#### Entry From (All information required)

Title of Entry/Name of Entrant (as you'd like it to appear on your award if selected): \_\_\_\_\_

Company and/or Client: \_\_\_\_\_

Contact Name of person submitting entry Job Title: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone of Contact: \_\_\_\_\_ Fax of Contact: \_\_\_\_\_

Email Address (Required): \_\_\_\_\_

#### Entry Fees

- Primary entry: \$300 each \$300 each \$ \_\_\_\_\_
  - Secondary entry of same campaign\*\* into one or more categories: \$199 each \$199 each \$ \_\_\_\_\_
  - Late entry fee: \$199 per entry \$199 each \$ \_\_\_\_\_
- (for entries sent between February 15, 2013 and February 22, 2013)
- Total \$ \_\_\_\_\_

The late entry fee must be applied to each individual entry postmarked after February 15, 2013.

\* Payment in full must accompany the entry.

\*\* If entering more than one category, please submit separate entry forms.

#### Payment Options

- Check (payable to Access Intelligence/CableFAX)  Money Order
- Mastercard  Visa  Discover  American Express

Credit Card # \_\_\_\_\_

Exp. \_\_\_\_\_

Print name of card holder \_\_\_\_\_

Signature \_\_\_\_\_

Entry fees are not refundable.

Access Intelligence Federal Tax ID#: 52-2270063

[www.CableFAXSalesAwards.com](http://www.CableFAXSalesAwards.com)

The awards are presented by the most trusted information source in cable: CableFAX Daily and sister brand CableFAX: The Magazine.

Questions? Contact Awards Coordinator Mary Lou French at 301-354-1851; [mfrench@accessintel.com](mailto:mfrench@accessintel.com).

Sponsorship Opportunities: Amy Abbey at 301-354-1629; [aabbey@accessintel.com](mailto:aabbey@accessintel.com).