2023 PRO Member Awards

Use this form to prepare your nomination for submission. You may also submit this form directly to info@salesenablement.pro.

AWARD CATEGORIES

Business Impact

This category recognizes enablement practitioners and teams that correlate their sales enablement initiatives to impact across their business as a whole.

1. **Sales Productivity:** The sales enablement practitioner or team that has caused the greatest increase in the productivity of the sales teams they support in 2022. Please demonstrate how this was achieved with specific details in the nomination form.
2. **Sales Proficiency:** The sales enablement practitioner or team that has created the greatest increase in the proficiency of their sales teams in 2022. Please demonstrate how this was achieved with specific details in the nomination form.
3. **Sales Performance:** The sales enablement practitioner or team that has influenced the greatest increase in the performance of their sales teams in 2022. This could be measured through increased revenue, time to quota attainment, or win rate. Please demonstrate how this was achieved with specific details in the nomination form.

Innovation

This category recognizes enablement practitioners and teams that created the most innovative initiatives in 2022. Creative solutions will shine in this category.

4. **Sales Transformation:** The sales enablement practitioner or team that has created and launched the most innovative solution or initiative that has had a significant impact on the transformation of their sales team or sales processes.
5. **Enablement Evolution:** The sales enablement practitioner or team that has created and launched the most innovative solution or initiative to enable their sales team.
6. **Virtual Enablement:** The sales enablement practitioner or team that has created and evolved the most innovative virtual solution or initiative to virtually enable their sales teams.

People's Choice

This category recognizes enablement practitioners that have made an impact across the enablement function and community. These people exemplify what it means to be a sales enablement expert and are models of success.

7. **Best Sales Enablement Team:** A sales enablement team that has made a significant, meaningful contribution to the sales enablement community in 2022.
8. **Rising Sales Enablement Star:** A new sales enablement practitioner (defined as in the profession for under 24 months as of November 2022) that has made a significant meaningful impact in the sales enablement community.
9. **Sales Enablement Executive of the Year:** The sales enablement executive (CRO, CSEO, CSO, etc.) that has made a significant meaningful impact in sales enablement.

Instructions

Complete this form once for each nomination you are submitting. If submitting a person or team for multiple awards, submit a separate nomination for each award.

1. ## Nominator Information
   ● Name
   ● Organization
   ● Email
   ● Job Title
   ● Relationship to Nominee

2. ## Nominee Information
   ● Name of nominee (Full name for individual, Team name for team)
   ● Job Title (If nominating an individual)
   ● Organization

- Country

Nomination Details

3. Which award are you nominating this person or team for?

4. Why do you believe this person or team deserves to win this award? We are looking for: a brief (250 words or less) summary of the nominee's impact in this award category and why this specific nomination fits in the category you are submitting.

5. What were the challenges the nominee aimed to overcome? We are looking for:

   a. Specific details on the problem at hand
   b. The process to determine the solution (including evaluation criteria, evaluation process (was a proof of concept implemented?))
   c. How the person or team implemented the solution
   d. The impact of the solution
   e. What roadblocks or obstacles did the team have to overcome to be successful

6. What specific behaviors resulted from the implementation of the initiatives applicable to this award category? We are looking for:

   a. What processes changed within the sales team
   b. Illustrative story explaining the behavior changes

7. Lessons learned: What did the enablement team learn as a result of the initiative(s)? How will this impact the team moving forward? We are looking for:

   a. Process improvements
   b. Things the team would do differently if they undertook the initiative again
   c. What the team wished they knew going into the initiative(s)

8. Include any data, metrics, or other quantifiable information that is relevant to the nomination. We are looking for:

   a. Percent of sales team impacted
   b. Number of salespeople impacted
   c. Adoption velocity (how long did it take the sales team to adopt the new solution(s)

      d. Impact to key metrics related to award

           i.   Did ramp time decrease? Did the win rate increase? If so, by how much?

           ii.   Did CSAT/NPS scores go up? If so, by how much?

9. Include any qualitative information relevant to the success of the person or team's nomination. We are looking for:

      a. Salesperson testimonials

      b. Sales manager testimonials

      c. Executive testimonials

      d. Customer testimonials

10. If any of these people are willing to serve as references, please include their contact information.

If you would like to include any supporting documentation, please upload it in the online form or email it to info@salesenablement.pro.

If you have any questions about the awards, please contact Sydney Lee at sydney@salesenablement.pro.