



Success Strategies for Sales Management

Revenue Enablement Excellence Awards

Application for 2024 Listing

Application Materials

To be considered for Selling Power's **Revenue Enablement Excellence Awards in 2024**, each applicant must complete the application as follows:

- 1) **Application/Questionnaire completed by you.** The application is online for your convenience. We have provided this document to help you prepare your responses (the Questionnaire that you will be completing online is outlined below for preparation purposes). When you are ready to submit your final information, use the online application form. If, at any time completing the online application, you wish to save and continue/complete later, simply use the "Save and continue later" feature found at the top of the online form.

Application Deadline

- Your application questionnaire must be submitted by April 26, 2024.

If you have questions or issues submitting your responses online, email Jeff Campbell:

jeffcampbell@sellingpower.com.

Nominee Information

Name

Email

Title

Company

Company Website

Number of Employees

Number of Salespeople

Industry

LinkedIn Profile URL of Applicant

Note: If you have previously applied you will be asked to share information about new programs or achievements since you last applied.

Top Three Areas of Revenue Enablement Achievement

You will choose and describe three areas of Achievement you accomplished in the past year (one at a time), based on categories from the following guide list.

- Developed a Revenue Enablement strategy that has increased revenue and improved revenue team performance.
- Identified key sales enablement measurements and analytics that showed correlations between Enablement and sales performance.
- Implemented a successful onboarding program that measurably reduced new hire ramp time.
- Implemented a successful global enablement program that achieved consistent results and effectiveness across all regions.
- Implemented integrated technology that streamlined process, increased selling time, and improved customer experience.
- Implemented a successful Leadership Enablement program.

For each of the three areas you choose and describe, you will expand on your descriptions by answering the following four questions.

1. Why did you develop this particular area?
2. What made this achievement unique or special?
3. How did you make your effort successful?
4. What were the measurable results of this achievement area?

Validation Materials. (Note - video testimonials should be no more than 60 seconds)

You will upload a letter, or video testimonial from the manager you report to.

You will upload a letter, or video testimonial from a field manager.

You will upload a letter, or video testimonial from a salesperson or vendor.

Note: file size limited to 50MB; file types limited to
png,gif,jpg,jpeg,doc,xls,docx,xlsx,pdf,txt,mov,mp3,mp4