

THURSDAY APRIL 27<sup>TH</sup> 2023  
HALL 1 | RDS | DUBLIN 4



THE  
**MEDIA**  
AWARDS



**ENTRY TEMPLATE -  
SALES TEAM OF THE YEAR**

**ENTER ONLINE TODAY** [www.mediaawards.ie](http://www.mediaawards.ie)

**CLOSING DATE: TUESDAY MARCH 21<sup>ST</sup> 2023**



*This template is for illustrative purposes only to assist you in preparing your submissions.  
Entries can ONLY be submitted online via [www.mediaawards.ie](http://www.mediaawards.ie)*

## SALES TEAM OF THE YEAR ENTRY TEMPLATE

### SECTION 1: Entry Details

**Entry Title:** \_\_\_\_\_

**Entrant Organisation:** \_\_\_\_\_

**Client Organisation:** \_\_\_\_\_

**Contact Person:** \_\_\_\_\_

**Email:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

To be considered for Sales Team of the Year, entrants must have submitted a minimum of two entries into other categories in the 2022 Media Awards.

25% of the marks for Sales Team of the Year will be awarded based on shortlisting and success (Gold, Silver, Bronze) in the 2022 Awards.

This Category is open to all media owner sales teams operating on the Island of Ireland between Jan 1st 2022 and March 14th 2023.

*Campaigns must have been active in the Republic of Ireland and/or Northern Ireland between Jan 1<sup>st</sup> 2022 and March 14<sup>th</sup> 2023.*

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## SALES TEAM OF THE YEAR ENTRY TEMPLATE

| CRITERIA  | WEIGHT      | WORD COUNT |
|---|-------------|------------|
| Overview / Executive Summary                                |             | 200        |
| Success in 2022-2023  | 15%         | 150        |
| Collaboration with Agencies & Clients                       | 15%         | 150        |
| Innovation  | 15%         | 150        |
| Acknowledging Advertisers Needs                             | 10%         | 100        |
| Acknowledging target Audience Needs                         | 10%         | 100        |
| Development of Sales Team Talent Base                       | 10%         | 100        |
| <b>THE ORGANISERS WILL GATHER THE FOLLOWING INFORMATION</b> |             |            |
| Shortlisting's & wins for Media Awards 2023                 | 25%         |            |
| <b>TOTAL</b>  | <b>100%</b> | <b>950</b> |

### Support Materials

#### Required

- Company Logo (JPEG / PNG / GIF)
- Digital Presentation Image  
*To be used at Awards Ceremony\**

#### Optional

- URL (e.g: Website or Video content such as a creative reel\*)
- With a maximum of five pieces of supporting content (e.g: Creative Images / Brochure / Product shot etc.\*)

\* Video or image content should NOT include: results; case studies; agencies names; logos and also should not contain and confidential material or information.

### Judging Overview

**Entries will be judged and scored by a panel of judges based on the relevant criteria & weightings:**

- On the basis of this scoring a shortlist of 6 entries will be shortlisted and published.
- These 6 shortlisted entrants will go forward to present their entries 'live' to a panel of judges.
- Gold, Silver & Bronze awards will be awarded based on these presentations.

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## CONTACT

**EMAIL:**  
[info@mediaawards.ie](mailto:info@mediaawards.ie)

**WEB (LIVE CHAT)**  
[www.mediaawards.ie](http://www.mediaawards.ie)

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