**Entry Form**  

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| **NOMINEE &COMPANY INFORMATION****( All fields are Mandatory )** |
| 1. Name of the Nominee: |
| 2. Company & Designation:  |
|  3. Email ID:  | 4. Mobile No:  |
|  5. Nominated for category: (Please tick appropriate)  |
|  Front Liner (FL)  |  |
|  Sales Supervisor (SS) **Please Fill Section A only** |  |
|  Sales Executive (SE)  |  |
|  Territory Manager (TM)  |  |
|  NSM/SM  |  |
|  RSM/ASM **Please Fill Section B only** |  |
|  Other Sales Support (Non-Executive/Executive)  |  |
|  Other Sales Support (Manager/Asst. Manager)  |  |
| **COORDINATOR’S INFORMATION** |  |
| 6. Name: |  |
|  7. Email ID:  |  8. Mobile No:  |
| \***Note**  – Each company should nominate a coordinator to notify/ communicate all nominees their respective details of dates and times for NASCO 2021 |
|  **NATURE OF BUSINESS: (Please tick appropriate industry sector competing)**  |
| **Alcohol & Tobacco**  |  | **Industrial, Manufacturing & Energy** |   |
| **Automotive**  |  | **Insurance – General**  |   |
| **Corporate Sales** |  | **Insurance – Life**  |   |
| **Consumer Durables** |  | **Healthcare** |   |
| **Agriculture** |  | **Shops & Showrooms (Chains & Standalone)**  |   |
| **Banking**  |  | **Media**  |   |
| **Financial Service Providers** |  | **Modern Trade** |   |
| **FMCG – Food**  |  | **Telecommunication**  |   |
| **FMCG – Beverages**  |  | **FMCG – Cosmetics & Others** |   |
| **Fashion and Clothing** |  | **Other (Logistics, Hospitality, IT and E-Commerce, Real Estate & Constructions)** |  |
| **Social Selling** |  |  |  |

**Modern Trade**

**(MT)**

**No**

**Yes**

**Channel Preference**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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09. Name of the  Nominee**(Appear in the Certificate)** |
| 10. Product/Service brands sold by the nominee: |
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|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| FL | SE | SS | TM | Other Total |
|  |  |  |  |  |

11. No. of sales professionals reporting to the nominee: (Under Each Level) **\*Not applicable for Front Liners** |
| 12. Total value of business under the nominees control: Rs. |
| 13. Geographical area or customer segment assigned to the nominee:  |
| 14. Job functions – Please list the main job functions of the nominee  |
| a.  |
| b.  |
| c.  |
| 15. Performance of the nominee for the calendar year ending 31st December, 2020 / 31st March, 2021 |
|  **Job function**  |  % Achievement VS Target |
|  a) Sales volume |  |
|  b) Sales value  |   |
| 16. Special achievements of the nominee during last year (Why do you classify this nominee as a top performer in your organization? |
|   |
| **Declaration** |
|  I certify that, * The information contained in this nomination form are true and accurate
* The nominee has been working in our organization for the entire period under review in the category in which he is nominated
* The organization will allow the nominee to participate in the interview process as well as the award ceremony
 |
| Name (Head of the Sales/HR/Marketing):  |
| Designation:  |
| Email Address:  |
| Signature with the Seal: |

**Nominee Code: (Only for Office Use)**

**Section A**

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
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09. Name of the **Nominee Code: (Only for Office Use)****Section B** Nominee**(Appear in the Certificate)** |
| 10. Product/Service brands sold by the nominee : |
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|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| FL/Non Executive | SE/ Executive | TM/ Executive | RSM/ASM | SM/NSM | Other | Total |
|  |  |  |  |  |  |  |
| Merchandiser | Junior Executive/ Executive | Assistant Manager | Channel Manager | Head Of Modern Trade | Total |
|  |  |  |  |  |  |

11.**General Trade** No. of sales professionals reporting to the nominee: (Under Each Level) **Modern Trade** |
| 12. (a) Total value of business under the nominees control: Rs. |
|  (b) Value of business under Nominee as % of Total company business Volume:  |
| 13. Staff retention as % for period under review: |
| 14. Other: |
| 15. % of New Businesses for period under review : |
| 16. Job functions – Please list the main job functions of the nominee  |
| a.  |
| b.  |
| c.  |
| 17. Performance of the nominee for the calendar year ending 31st December, 2020 / 31st March, 2021 |
|  **Job function**  |  % Achievement VS Target |
|  a) Sales volume |  |
|  b) Sales value  |   |
| 18. Special achievements of the nominee during last year (Why do you classify this nominee as a top performer in your organization? |
|   |
| **Declaration** |
|  I certify that, * The information contained in this nomination form are true and accurate
* The nominee has been working in our organization for the entire period under review in the category in which he is nominated
* The organization will allow the nominee to participate in the interview process as well as the award ceremony
 |
| Name (Head of the Sales/HR/Marketing): (In the case of SM/NSM, CEO/MD Should authorize) |
| Designation:  |
| Email Address:  |
| Signature with the Seal: |