

Business Developer of the Year

Business Developer of the Year Award

This award is given to an individual who stands out in the profession of business development in the AEC industry, and one who has had significant success in securing professional services work primarily in Greater Cincinnati and/or Greater Dayton. This award recognizes leadership, achievements and accomplishments in his or her career.

The award will be presented during the Greater Cincinnati SMPS Annual Meeting on June 22, 2017. The winner of Business Developer of the Year will receive an award and a \$250 scholarship of their choice towards either:

1. Earning the CPSM certification (if eligible)
2. Attending Build Business (SMPS National Conference) or an SMPS Regional Conference

The recipient must use this scholarship within two years of receiving the award.

Eligibility

Nominee must:

- Be an employee/owner of a company whose practice focuses on the built environment
- Live in Greater Cincinnati (Tri-State) or Greater Dayton
- Have been in business development and/or the AEC industry for at least five years

Judging Criteria and Scoring

Selection shall be based on the following criteria:

1. Conducting business with integrity and ethics, cultivating respect for their company and the industry as a whole
2. Developing strategic, innovative and mutually beneficial business strategies and relationships, resulting in significant, measurable growth for their company
3. Fostering a firm-wide, holistic sales culture that encourages networking, relationship building, and client satisfaction
4. Helping other industry professionals grow their skills, their careers and/or their firms (formal/informal, internal/external, via SMPS or other professional organizations, etc.)

All entries will be evaluated using the following point system:

Criteria	Points
Integrity, Ethics and Reputation	25
Strategies, Relationships, Results	30
Fostering Holistic Sales Culture	20
Mentorship, Training, Education	25
TOTAL POINTS	100

Judges from outside the chapter will evaluate the awards based on the above stated criteria. Judges will be assembled for their expertise in areas of marketing, communications and the AEC industry as a whole.

Business Developer of the Year

Deadline and Requirements

Send one PDF of the entire nomination form and responses to the criteria for each candidate by:

5:00 PM EST on Friday, May 26, 2017, to amanda.roehl@kleingers.com

Self-nominations are allowed. Late entries and those not following submission guidelines will not be considered. Any evidence of plagiarism or false statements will cause the candidate to be disqualified.

Submission Package

A single PDF file of Items 1 and 2 shall be submitted. Please include a separate file with the color headshot. Each package must include the following information in the order stated:

1. **Nomination Form** (to be completed by nominator -- see following page) Statement from nominator that is 250 words or less as to why nominee should receive the award.
If self-nominating, please include a letter of recommendation from a principal/executive at your firm. Alternatively, you may submit a letter from a colleague in a leadership position within SMPS, a similar AEC industry organization, or a marketing organization. This letter would serve in substitution of the Statement from Nominator.
2. **Submission to Address Criteria** (to be completed by nominee) – limited to **two** 8 ½" x 11" pages with a font size of no less than 10 pt. The Qualifying Statement should describe how the nominee meets/exceeds all of the award criteria. Specific examples should be given.
No additional documents are permitted, though graphics, quotes and call-outs can be used within the two pages.
3. **Digital color photo of nominee** – provide a 1-3 MB color headshot in JPG format.

Questions

Please address any questions to:

Amanda Roehl
The Kleingers Group
513.779.7851
amanda.roehl@kleingers.com

Business Developer of the Year

Nomination Form

Deadline: 5:00 PM EST on Friday, May 26, 2017, to amanda.roehl@kleingers.com

Nominee: _____

Title: _____

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____ Mobile: _____

E-mail: _____

Statement from Nominator (250 words or less):

If self-nominating, please include a letter of recommendation from a principal/executive at your firm. Alternatively, you may submit a letter from a colleague in a leadership position within SMPS, a similar AEC industry organization, or a marketing organization. This letter is in substitution of the below Statement from Nominator.

I nominate the person above as the 2016 Business Developer of the Year for the following reasons:

Nominated By: _____ Title: _____

Company: _____ Phone: _____

E-mail: _____