

BESMA

British Excellence in Sales & Marketing Awards

★ Congratulations to our finalists!

The shortlisting for BESMA is now complete and the well-deserving finalists are listed below by category. They will all be invited to the ISMM's Judging Day, taking place at Ashridge Business School on 30th March, where panels of judges from many industry sectors will decide who will be the overall winners. The winners will then be announced at the Gala Dinner on 27th May in London. If you would like to join us at this fantastic event celebrating the sales profession, call June Kelly on 01582 840001 to book your tickets.



Sales/Sales & Marketing Director of the Year

Jeremy Noad, BOC Industrial Supplies & Services
James Henson, Health Matters (UK) Ltd
Tony Argyrou, iomart Hosting Ltd
Mike Farrell, Progress from Royal Liver
Graham Davis, Royal Mail

Sales/Sales & Marketing Team of the Year (A)

Industrial Supplies & Services, BOC Marketing Team
Sales Team, Bright Grey
New Business Team, Health Shield Friendly Society Ltd
Scarcroft Telesales Team, npower
Key Customer Energy Sector Sales Team, Royal Mail
New Business Desk Based Sales Team, Royal Mail

Sales/Sales & Marketing Team of the Year (B)

Chigwell Sales Team, David Lloyd Leisure
David Lloyd Raynes Park, David Lloyd Sales Team
David Lloyd Solihul South
UK Sales Team, Inenco
Progress Sales & Marketing Team, Progress from
Royal Liver

Sales Trainer of the Year

Ian Moreton-Thicket, Brakes Group
Andrew Proctor, Cambridge Professional Academy
Sarah-Jane Hart, David Lloyd Leisure
Seamus Jones, Dell
Mark Wharton, Initial Washroom Solutions
Victoria Sands, Lyreco
Lisa Grimes, npower
Jeremy Malindine, Finesse Sales Training

ISMM Student of the Year

Michela Carrer, Afinox srl
Rebecca Muir, Astons Coaches/Veolia
Candice Bauval, Columbia Marketing Ltd
Sultan Charaniya, Ecolab Pest Elimination
Kurt Jordan, Ecolab Pest Elimination
Reza Ram, Halfacre Business Growth & Guidance
Max Kent, Lyreco UK Ltd
Peter Gowans, Wells & Young's Brewing Company Ltd

Sales Manager of the Year

Paul Walsh, Arco Limited
Graham Cloughley, Dell
David Willetts, Health Shield Friendly Society Ltd
Dean Rayson, npower
Bryn Thompson, Pareto Law
Deborah Elsmore, Royal Mail

Paul Warman, Royal Mail

John Maund, Virgin Media Business

Sales Professional of the Year (A)

Jason Suddaby, Brakes
Lynsey Jones, CLM Compliance
Krissey Stokoe, DHL International (UK) Ltd
Nicola Burdett, Hewden Stuart plc
Chris Titley, Hewden Stuart plc
Stephen Booth, Merial Animal Health Ltd
Andi Collins, Merial Animal Health Ltd
Emma McAnally, Merial Animal Health Ltd
Gregory Jones, npower
James Peach, npower
Jonathan Kidd, SHL Group Ltd
John Ahmed, Virgin Media Business

Sales Professional of the Year (B)

Claire Aydin, David Lloyd Leisure
Nish Lyall, Mercedes-Benz Financial Services UK Ltd
Nick Erskine, Progress from Royal Liver
Mike Weedon, Progress from Royal Liver

New Sales Professional of the Year

Ashley Wakelin, DHL International (UK) Ltd
Heather Clough, NatWest
Dominic O'Brien, npower
Victoria Jameson, Pareto Law
Shaun McCarthy, Virgin Media Business

Sales Support/Customer Service Team of the Year

Partnership Support Consultants, Bright Grey
Conversion & Mailing Team, Denplan
Practice Support Advisor Team, Denplan
Sales Support/Credit Control Team, Hewden
Post Sales, npower
Sales Development Team, Royal Mail
Desktop Service Management Team, Virgin Media Business

Telesales Professional of the Year

Gary Wallace, AXA Insurance
Fraser Matheson, AXA Insurance
Claire Buchan, DHL International (UK) Ltd
Duncan Goodwin, DHL International (UK) Ltd
Leon Wood, DHL International (UK) Ltd
Jude Smith, Royal Mail
Jane Wareing, Brakes
Daniel Sanchez-Grant, SHL Group Ltd

(A) = over 50 employees (B) = under 50 employees



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