



ADITYA BIRLA GROUP

presents



Awards Partner

**Brookfield
Properties**

We invite you to join us on this journey and share with us nominations that you believe are befitting of these recognitions.



Last date: January 10th, 2024

Women In Sales



About WinS Prix Awards

Our WinS Conclave envisions to build a future of sales where women have equal power & voice as managers & leaders. It is a platform for women in sales to see, hear, innovate and collaborate with fellow women to get inspired to lead the future of sales.

It is also a platform for organisations to showcase the power and depth of their business leadership, innovation and employer brand to inspire women in sales to advance their careers. As part of the conclave we will be recognising professionals & corporates who are carrying the beacon of this drive towards women in sales.

We invite you to join us on this journey and share with us nominations that you believe are befitting of these recognitions.



We aim to recognise exemplary women & corporates under the following categories

WinS Achiever

- Rising Star
- Best Frontline Star
- Emerging Leader
- Power Leader
- Human Resources Evangelist

WinS Evangelist

- Enterprise

Nomination Guidelines

Nominations are to be submitted latest by January 10th via online form [here](#)

- 👉 Self-nominations as well as nominations from others (via Manager, HR etc.) will be considered for specific categories (as mentioned in the category descriptions below).
- 👉 It is recommended that the nominations are substantiated with supporting data, stakeholder verbatim etc.

Category Descriptions

WinS Achiever – Rising Star

(Self-Nomination or Nomination by others)

This category recognises the exemplary initiatives of woman professionals in sales function for 2-5 years.

It celebrates young women talent who have shown the drive and have taken the initiative to translate their 'Best-in-Class Sales' ideas into actions across B2B/B2C sales and pre-sales.

The initiatives taken could be in the area of increasing sales, better topline for the given segment / area / vertical, sales operational efficiencies, overachieving targets consistently, better forecasting, building strong pipelines, any other strategic initiatives in sales. These initiatives should have translated into visible impact on their functions / units performance. The nominee will be evaluated on parameters including intellectual curiosity, problem solving capabilities, ability to understand and navigate through an organisational ecosystem and demonstrated business impact.

Criteria for Nomination

- 👉 Woman Professional with a tenure of 2-5 years in the sales function
- 👉 Demonstrated initiative to translate 'Best-in-Class Sales' ideas into actions
- 👉 Demonstrated impact of the initiative on the functions/units/verticals' sales performance

Category Descriptions

WinS Achiever – Best Frontline Star

(Self-Nomination or Nomination by others)

This category recognizes the exemplary performance of women sales professionals who have consistently exceeded expectations and delivered outstanding results. Nominees must have a proven track record of success in generating sales, building relationships with customers, and closing deals. They must also be able to demonstrate a deep understanding of their industry and the competitive landscape.

Criteria for Nomination

- 👉 Woman professional with a tenure of 2-5 years in a front-line sales role
- 👉 Consistent overachievement of sales targets
- 👉 Strong customer relationships and a proven track record of closing deals
- 👉 Deep understanding of the industry and competitive landscape
- 👉 Demonstrable impact on the company's bottom line



WinS Achiever – Emerging Leader

(Self-Nomination or Nomination by others)

This category recognises the exemplary contribution of woman professionals, B2B / B2C sales & pre-sales with a tenure of 5-15 years who lead teams and manage sales professionals and currently in managerial / leadership roles. Their team size should be a minimum of 2 sellers.

In their roles, they must have demonstrated strong people management behaviours and helped their direct and indirect teams become better sales professionals by way of guiding / mentoring them, enabling the team improve their sales capabilities and other team development initiatives.

Criteria for Nomination

- 👉 Woman professionals with a tenure of 5-15 years in a core sales function and leading teams of at least 2 sellers
- 👉 Demonstrated people management & team development practices & initiatives
- 👉 Demonstrated impact on the team members' success and career progress by way of mentoring or such initiatives by the nominee
- 👉 Mentorship to women (Self or other teams / larger organisation) who aspire to build careers in sales

WinS Achiever – Power Leader

(Self-Nomination or Nomination by others)

This category recognises the exemplary contribution of woman professionals, B2B / B2C sales & pre-sales with a tenure of 15+ years who are in leadership / CXO roles in sales (N-1 / N-2 from the top)

In their roles, they must have demonstrated strong leadership capabilities and be an inspiration to men and women in sales. They must have navigated their careers through the dynamics and market challenges to emerge successful. They also would have elevated the sales function in the company via sales excellence initiatives leading topline growth, innovations in sales practices, adoption of better sales practices, building / strengthening sales pipeline, business development initiatives, building a superlative sales force, bringing in gender diversity in the function etc. These initiatives should have translated into visible impact on their organisations performance over the last 2 years.

Criteria for Nomination

- 👉 Woman Professionals in leadership roles with a tenure of 15+ years who are in leadership / CXO roles in sales (N-1 / N-2 from the top)
- 👉 Demonstrated success in building a superlative sales function
- 👉 Demonstrated impact on improving gender diversity in the sales function
- 👉 Mentoring / coaching team members and enabling improve the people capability of the sales organization
- 👉 Paying it forward by consciously bringing in and practising inclusive behaviours and actions



WinS Evangelist - Human Resources

This category recognises HR professionals with demonstrated commitment towards building gender diverse and inclusive workspaces for **women in sales.**

This commitment could be demonstrated in the form of a well-understood D&I strategy, D&I objectives in leadership scorecards, appointment of D&I sponsors, fair employment practices in hiring, engaging, growing and rewarding, sensitivity training etc.

The actions should have had a demonstrated impact, within the sales functions, by way of sustained growth in women participation across hierarchy levels, engagement levels of women members and equitable rewards distribution.

The nominee(s) will be evaluated on parameters including leaderships commitment to diversity, its resultant impact and focus on ensuring sustained success.

Criteria for Nomination

Demonstrated commitment & initiatives towards creating gender diverse and inclusive workspaces

Demonstrated impact, in the sales functions, through sustained growth in

- 👉 Women participation across hierarchy levels
- 👉 Engagement / retention levels of women members
- 👉 Equitable rewards distribution



WinS Evangelist – Enterprise

This category recognises corporates with demonstrated commitment towards building gender diverse & inclusive workspaces for women in sales.

This commitment could be demonstrated in the form of a well-understood D&I strategy, D&I objectives in leadership scorecards, appointment of D&I sponsors, fair employment practices in hiring, engaging, sensitivity training, growing and rewarding etc.

The actions should have had a demonstrated impact, within the sales functions, by way of sustained growth in women participation across hierarchy levels, engagement levels of women members and equitable rewards distribution.

The nominee will be evaluated on parameters including leaderships commitment to diversity, its resultant impact and focus on ensuring sustained success.

Criteria for Nomination

Demonstrated commitment towards creating gender diverse and inclusive workspaces demonstrated impact, for the sales function, through sustained growth in

- 👉 Women participation across hierarchy levels
- 👉 Engagement / retention levels of women members
- 👉 Equitable rewards distribution



People Konnect

Thank You
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