KAM of the Year 2018: How to enter

AKAM
The Association for Key Account Management

An Award to recognize great achievements in KAM

As part of our mission to help professionalise the job of Key Account Manager, AKAM has created Awards to recognize excellent Key Account Managers.

Two winners

Although we believe that the fundamentals of KAM do not depend on the size of the company, we also know that size influences the conditions of execution of KAM initiative Therefore, we are creating two categories for the Award

- **AKAM Key Account Manager of the Year in a Small and Medium Enterprise** (SME – maximum 250 employees)
- **AKAM Key Account Manager of the Year in a large company**

Who should be nominated and by whom?

Nominees should be active Key Account Managers.

If you are the **manager** of a KAM Programme and Key Account Managers, you can nominate one or more of your team members.

If you are a **Key Account Manager**, and have a sense that you have achieved a lot, ask your manager, colleague or customer t propose you.

If you are a **customer** and particularly happy by the work done by a Key Account Manager, invite them to take part into the Award.

Judging criteria

In up to 500 words, describe what you have achieved and, briefly, the context at your customer.

- Depth and breadth of customer understanding.
- Creation of innovative offer/support/approach valued by the customer.
- Customer endorsement.
- Contribution to the supplier's strategic objectives.

NB. The application should be endorsed by the nominator as being substantially true.
Applications should relate to activities within in the last three years.
Confidential details will not be published. Only the members of the jury will see the applications.

Step-by-step process and timelines

Step by step	Deadline
Nominees send a submission document (max 500 words – pictures and graphics are allowed) to A4KAM2017@gmail.com.	By 30th June 2018
Submissions will be assessed by AKAM Board members based on the four criteria above and the shortlist of 3 candidates for each Award notified.	By 31st July 2018
Shortlisted 3 candidates make an Internet-mediated presentation to a panel of 3 AKAM Board members (20 mins).	By 30th September 2018
Winners will be notified within 5 days.	By 6th October 2018
Winners each receive a certificate and trophy to keep, and publicity for their achievement in the AKAM website, bulletins etc.	By 31th October 2018
Winners will be presented to delegates at the **AKAM conference in Paris,** if they can attend.	18th October 2018

Show the world how good you are – you deserve recognition!

What would winning do for your career? For your company? For your team?

AKAM web site

Information about the Key Account Manager of the Year Award is also available on the AKAM web site: www.A4kam.org

Contact & Information

Address requests for additional information to A4KAM2017@gmail.com

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