



## TAANZ National Travel Industry Awards 2019 Category 8 - Best Young Travel Agency Executive - Retail Entrant Guidelines

This award recognises an individual with less than three years experience in the travel industry, who personifies excellence in their role as a young travel agency executive retail in at least one of the following: sales, operations, finance, IT, human resources and supplier relations.

### **PLEASE NOTE:**

*Entrants in this category must currently be employed within the travel industry with less than three years experience and must also be 38 years of age or under as at 27 March 2019. The business you work for must have a predominately Retail travel focus.*

Presentation is limited to a maximum of 30 minutes – please time your presentation to meet the criteria as additional time will not be permitted. Q&A may be requested during the presentation.

A projector and screen will be provided for PowerPoint presentations, however no sound is permitted during the presentation. TAANZ uses a PC with Microsoft Windows XP and PowerPoint 2010. Please ensure that your presentation is compatible with these systems as alternate laptops will not be permitted. We are unable to play your presentation in any Mac based format.

Please bring your PowerPoint presentation (if applicable) saved on a USB stick, along with three hard copies of the presentation. These will not be returned following the presentation.

- ◆ Presentations are to be based on the achievements of your business over your last financial year.
- ◆ Ensure that you address all aspects of the criteria in a logical and thorough manner.
- ◆ One presenter per entrant.
- ◆ A limit of two pages (power-point and/or A4) per question.

### **1. Provide details of how you have contributed to the successful performance of your company.**

*Examples can be growth in sales, turnover, revenue, market share, brand awareness, prioritisation, customer retention and staff retention etc. Use of graphs and charts is acceptable. They must be relevant to your personal performance and its overall contribution to company success.*

Business success has many indicators; these may include turnover, market share, achievements and accountability to both individual's clients and individual's organisation etc. Give evidence of contribution.

### **2. Provide details and evidence of a courageous decision you made and how it benefitted the business?**

Evidence and details of the decision made and evidence of how it benefitted the business.

### **3. Provide details and evidence of a peer review that impacted on your leadership style and what steps you took to positively act on that feedback.**

**4. Describe your career path to date and where you will be in 12 months time.**

**5. Why is winning this award important to you?**

**All financial and other information provided will be treated as confidential.**