

**Outstanding Sales Achievement**Achievement in revenue win or growth

|  |  |
| --- | --- |
| **STEP 1:** |  |
| **The Nominator** |  |
| My name is: | Richard Turner + Garcon Keelan |
| Title: | RT -National Strategic Publications & Direct Marketing Manager  GK - Sales Manager Employment, Education & Government |

|  |  |
| --- | --- |
| **STEP 2:** |  |
| **The Nominee** |  |
| Period of nomination: | Q3 January – March 2013 |
| The person I nominate is: | **Valerie Jaquet** |
| Title/Position: | Business Development Manager  Strategic Publications & Direct Marketing |

|  |
| --- |
| **STEP 3:**  **Please describe in 100 words or less why you have nominated this person for a MET award.** |
| *“Thanks so much firstly for being able to come to the meeting under quite short notice and secondly I really appreciate that you were able to look at things in the meeting and that we were able to come to agreement. To the senior management this shows yourself and Fairfax in a great light. This helps us all in the bigger picture of spending money with you!”*  This is a testimonial from UTS acknowledging Valerie Jaquet’s **“above and beyond”** attitude in servicing and delivering a project to them.  Valerie Jaquet was instrumental in the production, management and closing of the Brink UTS deal that was a collaboration of the Marketplaces and Metromedia businesses. The process took more than 3 months to close off from first initial meeting through to production of the 1st edition.  Valerie worked closely with the Education Team to assist with the production of a monthly 8 page insert and was then involved in the presentation of numerous new technologies to UTS that included a potential mobile app, followed by a short form iPad advertorial before a final longer version 8 article iPad “advertorial” was sold.  What made this deal unique was not only it being a new Fairfax Mobile product, being the first of its type in regard to an 8 article iPad advertorial referenced on the menu, but that 10 editions were sold and bundled with the print version. However this significant win stands out as a true collaboration of the Fairfax businesses as part of the Fairfax of the future and the Evolving of Our Workplace that has resulted in **generating additional revenue growth to Fairfax.**  Include with this that there were multiple stakeholders both internal and external to liaise with and you have a win of great proportions.  **This wins is additional revenue spent by UTS on top of their annual spending with Fairfax.**  **10 x 8 page print Brink editions, 10 x 8 article iPad advertorial editions and 3 front SMH covers. Total value $441,000. Well done Valerie!** |

|  |
| --- |
| **STEP 4:**  **This nomination should be emailed to your respective state email address**  [**metawards-NSW@fairfaxmedia.com.au**](mailto:metawards-NSW@fairfaxmedia.com.au) **or** [**metawards-VIC-WA-QLD-SA@fairfaxmedia.com.au**](mailto:metawards-VIC-WA-QLD-SA@fairfaxmedia.com.au)  **and the nominee’s manager should be cc’d.** |