

AWARD DESCRIPTIONS AND QUESTIONS

Business Development Manager of the Year

This award acknowledges the integral role played by business development managers in the wealth management and financial services industry and recognises the achievements of an exceptional female BDM across any and all sectors, such as life insurance, superannuation, funds management or fintech. This individual will be particularly skilled at relationship building and maintaining, but will also have put their charisma, personability and confidence to good use in promoting increased female presentation across the industry and advocating for progress on women's issues. While the recipient of this award is committed to uplifting the success of their business and delivering strong client outcomes, they are also well-respected and inspire compassion among peers and colleagues.

Questions - up to 300 words each

Please answer these questions on behalf of the nominee (yourself or another individual).

1. What accomplishments is the nominee most proud of in their role in the last 12 months that have helped to elevate the success of their career or their business, and what personal values do they credit for their achievements?
2. In the last 12 months, what specific actions has the nominee taken to cultivate new and existing client relationships as the market continues to develop?
3. Describe the nominee's efforts in advocating for issues plaguing the industry or broader community in the last 12 months, ie. female representation and experiences, social and environmental issues etc. How have they contributed to delivering improved and stronger outcomes?

Contact Us

If you have any issues or questions with submitting a nomination, please contact us.

Yasmine Raso
Senior Journalist
M: +61 433 899 213
E: yasmineraso@financialnewswire.com.au