

Australian Export Heroes Awards - Nomination

The Chairman
Australian Export Heroes Awards
Advisory Council
C/- Export Council of Australia
GPO Box 1076
Sydney NSW 2001



Dear Sir

I wish to nominate



for an Australian Export Heroes
Award.

In support of this nomination I supply the following record of
achievement.

Yours faithfully



Name in block letters



Signature




Dated



Australian Export Heroes Awards - Nomination

Details of Person or Organisation submitting a Nomination


The following information about the person/organisation submitting this recommendation is needed to enable officers of The Secretariat, Advisory Council to seek further details, if required.

Name (in Full)	
Occupation/Position	
Organisation	
Business Address	
Telephone Number	
Email Address	

Details of Person being nominated for an Award


Name (in Full)	
Occupation/Position	
Organisation	
Business Address	
Telephone Number	
Email Address	

Education Awards

 
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Australian Export Heroes Awards - Nomination

Business/Community Awards 

 **Record of Achievement** (please note that all material received is kept strictly confidential and the person nominated is to be kept unaware of the nomination until contacted by the Secretariat)

This is your opportunity to write the story of an Australian Export Hero.

Please follow the attached format when outlining your story of the achievements of the person you are nominating as an Australian Export Hero.

Please also provide three independent references in support of your recommendation.

Things to consider are:

- When and possibly how your nominee commenced his/her career in exporting
- What specific **leadership** qualities does your nominee possess, and why have they impressed you. Highlight with examples where possible.
- **Negotiation skills** are a key ingredient to export success. What differentiates your nominee from others in his/her field in terms of negotiating profitable trade deals.
- Developing strong **business relationships** is key to business success particularly in overseas trade. Explain how your nominee has developed these relationships and how they have contributed to building their export business.
- Most successful exporting companies have an **export culture**, explain how your nominee developed a positive export culture in the company in which they work/ed
- Exporters need to make a lot of **personal sacrifices**; describe how your nominee has managed these sacrifices and at the same time built their export business.

Australian Export Heroes Awards - Nomination

- The ability to **break down barriers** is a skill that good exporters often possess. Describe how your nominee was able to break down barriers to achieve the desired outcomes.
- Developing a strong **sustainable and profitable export business** is the end game, provide details of your nominations achievements in building sustainable export operation/s. Consider here all the marketing ingredients employed to achieve success.
- There are many skills required to being an outstanding exporter. How has your nominee developed & displayed these skills.
- Good exporters possess some **unique characteristics**. What unique characteristic/s does your nominee display and how do they make a difference in assisting them achieve their goals.
- All exporters have **interesting stories** to tell. Are there any anecdotes that you feel represent your nominees achievements.

The below is only a guide for addressing the selection criteria. Nominations presented in a different format that address the above record of achievement will be accepted.

Career Highlights (Please list in chronological order the nominees career highlights in international trade)

Australian Export Heroes Awards - Nomination

The Person

What is it about the person that makes their contribution and achievements in international trade different & outstanding

Unique Characteristics

Sacrifices (personal & business)

Australian Export Heroes Awards - Nomination

Leadership Qualities

Negotiation Skills

Managing People

Australian Export Heroes Awards - Nomination

Leadership Qualities

Breaking down Barriers 

Building an Export Culture 

Australian Export Heroes Awards - Nomination

Leadership Qualities

Business Building - Please describe here the contribution made to developing sales and profit growth in the business or businesses your nominee has participated in

Please use where appropriate data or graphs to support your comments

Benefit to Australian Trade - Please describe how your nominee has improved Australia's trade performance