



SPONSORSHIP OPPORTUNITIES

9th Lifetime Achievement in Sales Award



Mark Testoni
President & Chief Executive, SAP NS2

Women In Sales Executive Leadership Award



Gigi Schumm
Senior Vice President, Worldwide Sales, ThreatQuotient



The 9th Annual IES Sales Excellence Awards

The awards program promotes and advances corporate and organizational sales excellence by recognizing organizations that have demonstrated outstanding leadership and strategic vision in Business-to-Business (B2B) or Enterprise Sales.

The event is a highlight of the DC Business Calendar, filled with world-class sales organizations and business leaders. Considered the Mid-Atlantic Region's most coveted event of the year, it is an opportunity you don't want to miss.

When:

May 31, 2019 7:00 - 10:30 am

Where:

Falls Church Marriott Fairview Park
3111 Fairview Park Drive
Falls Church, Virginia 22042

Agenda:

07:00 - 08:00 am - Registration, networking, coffee
08:00 - 10:00 am - Awards presentation, breakfast
10:00 - 10:30 am - Photos, networking

Organizations that have demonstrated sales excellence will be recognized with an award for their achievements in:

- ▶ Customer Partnering, Alliances
- ▶ Sales Management and Team Building
- ▶ Sales & Marketing Integration
- ▶ Sales Innovation
- ▶ Sales Training

Past winners include Dell, Dow, Oracle, Cisco, Monumental Sports, Learning Tree, Cvent, Carahsoft, immixGroup, VMWare, WTOP, and DLT



Why Sponsor the Awards?

Recognize the sales achievements of the 2019 Lifetime Achievement Award Recipient - Mark Testoni and Women in Sales Leadership Recipient Gigi Schumm.

Demonstrate your company's advocacy of the sales professions.

Be associated with a winning

organization that is committed to excellence in the sales profession

Make new business contacts

at the top sales recognition event of the year.

Promote your company and offerings

to top sales and business execs in the region and beyond

Show your company as a

leading advocate of the sales professional and sales excellence



Congratulations to the 2019 Award Recipients



9th Lifetime Achievement Award in Sales:

Mark Testoni is the 9th recipient of the Institute for Excellence in Sales Lifetime Achievement Award. He is among the nation's leading experts in the application of technology to solve problems, especially in the U.S. national security space. As president and chief executive of SAP National Security Services, Inc. (SAP NS2@), he is responsible for management, sales, consulting, product support, cloud-delivered applications and infrastructure, and go-to-market strategy for SAP's most security-conscious customers and partners. He is an active spokesperson and voice on veterans' issues.

Women in Sales Executive Leadership Award:

Gigi Schumm is responsible for the revenue growth and driving global channel strategy at ThreatQuotient. She brings over two decades of experience leading high-performing sales and services organizations, spanning commercial sales, services, channels, alliances, business development and operations. Prior to ThreatQuotient, Gigi served as VP and General Manager Public Sector at Symantec and has held leadership roles at various technology companies, including Oracle, NeXT Software and Sun Microsystems. Additionally, she hosts the long-running weekly radio show on WFED, Women of Washington, where she interviews the most accomplished female executives from the area to share their life lessons and secrets to success.



Member of the Year:

Heather Combs is the 2019 IES Member of the Year. She is the Chief Revenue Officer for 3Pillar Global and has been an IES member since 2015. She serves on the IES Executive Council and has been an active participant in the IES Women in Sales programs.



SPONSORSHIP OPPORTUNITIES

Branding Sponsorship (\$10,000)

- ✓ 50% logo share with IES on 12' X 8' Step and Repeat backdrop
- ✓ All photos from the event with backdrop will be on IES website following the event
- ✓ Table for 10 guests with premium seating
- ✓ Logo in all event related email blasts to over 10,000 sales & BD professionals
- ✓ Logo in all IES Award event collateral (advertisements, invitations, registration page and event signage).
- ✓ Half-page advertisement in the event program guide
- ✓ Recognition at the event from the emcee

GOLD SPONSORSHIP (\$5,500)

- ✓ Table for 10 guests with premium seating
- ✓ Opportunity to have representative recognize Mark Testoni and Gigi Schumm from the stage.
- ✓ Logo in all event related email blasts to over 10,000 sales & BD professionals
- ✓ Logo in all IES Award event collateral (advertisements, invitations, registration page and event signage).
- ✓ Half-page advertisement in the event program guide
- ✓ Recognition at the event from the emcee
- ✓ Electronic attendee list, excluding email addresses

Silver Sponsorship (\$3,750)

- ✓ Table for 8 guests with premium seating
- ✓ Logo in all event related email blasts to over 10,000 sales & BD professionals
- ✓ Logo in all IES Award event collateral (advertisements, invitations, registration page and event signage).
- ✓ Quarter-page advertisement in the event program guide
- ✓ Recognition at the event from the emcee

Centerpiece Sponsorship (\$5,000)

- ✓ Centerpiece customized with logo and sponsor message
- ✓ Table for 5 guests
- ✓ Logo in all event related email blasts to over 10,000 sales & BD professionals
- ✓ Logo in all IES Award event collateral (advertisements, invitations, registration page and event signage).
- ✓ Quarter-page advertisement in the event program guide
- ✓ Recognition at the event from the emcee

Coffee Sponsorship (\$3,750)

- ✓ Branded coffee sleeves and napkins
- ✓ Table for 5 guests
- ✓ Logo on all collateral at coffee stations
- ✓ Logo in all event related email blasts to over 10,000 sales & BD professionals
- ✓ Logo in all IES Award event collateral (advertisements, invitations, registration page and event signage).
- ✓ Quarter-page advertisement in the event program guide
- ✓ Recognition at the event from the emcee



Interested in sponsoring or nominating for the
Sales Excellence Awards 2019?

For sponsorship related questions:

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