



SPONSORSHIP OPPORTUNITIES

10th Lifetime Achievement in Sales Award



Craig Abod
President, Carahsoft Technology Corp

Women In Sales Executive Leadership Award



Tamara Greenspan
Group Vice President, Oracle Corporation

Special Tribute to Sales Legend



Jay Nussbaum



The 10th 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 sales event of the year, it is an opportunity you don't want to miss.

When:

June 12, 2020 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



Northern Virginia
Family Service

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

A portion of the proceeds will be donated to the NVFS

? Why Sponsor the Awards?

Recognize the sales achievements of

2020 Lifetime Achievements of Craig Abod and Tamara Greenspan and to pay tribute to Jay Nussbaum

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

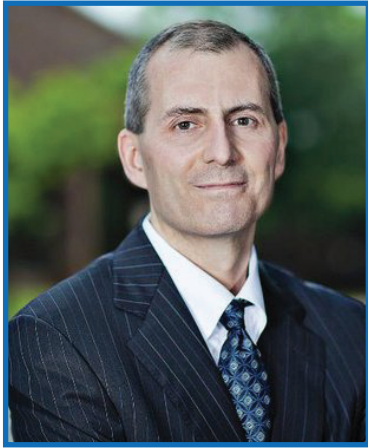
to top sales and business execs in the region and beyond

Show your company as a

leading advocate of the sales professional and sales excellence



Congratulations to the 2020 Award Recipients



10th Lifetime Achievement Award in Sales:

Craig P. Abod is president and founder of Carahsoft Technology Corp., a Reston, Virginia-based firm that has become one of the nation's most respected and fastest growing Government-focused IT solutions providers. In founding Carahsoft, Abod combined his entrepreneurial spirit and 25+ years of experience in government sales, marketing and contract management to create a new company that has redefined the way technology is marketed and sold to the public sector market.

Women in Sales Executive Leadership Award:

Tamara Greenspan is the Group Vice President for Public Sector Applications. Tamara joined Oracle in 1989 and has held various sales and management positions within the Public Sector Business Unit. She has received numerous performance awards for achievement, including Oracle's prestigious Leadership 2000 award chosen by her peers for sustained superior management and leadership success. She is the Community Leader for the Oracle Women's Leadership (OWL) organization for the DC area and was awarded the 2014 Oracle Woman's leadership award.



Member of the Year:

Darrell Gehrt is the 2020 IES Member of the Year. He is the Vice President of Sales, Mobile Solutions at Cvent. He has been an IES member since 2015 and serves on the IES Executive Council. Cvent is an IES Premier Sales Employer.



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 Craig Abod and Tamara Greenspan 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 (\$4,000)

- ✓ 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 (\$4,050)

- ✓ 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

Special Tribute to Sales Legend Jay Nussbaum. Join us as we celebrate the legacy of past IES Lifetime Achievement Recipient Jay Nussbaum.



Interested in sponsoring or nominating for the Sales Excellence Awards 2020?

For sponsorship related questions:

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