

NATIONWIDE SEPTEMBER ANNOUNCEMENT



The British Excellence in Sales Management Awards (BESMA) recognise and reward the best sales professionals in the UK, showcasing their achievements and helping to promote the art of selling across the country.

BESMA seeks to reward the efforts of the individuals and the teams that drive company performance and recognises the roles played by sales professionals in driving the UK economy forward.

NWC has experienced significant new business growth over the past 4 years and the 'sales function' has of course been instrumental in this growth. We are very pleased to announce that our Group Sales Director - Eugene Boyle is a shortlisted finalist in the **BESMA** 'Sales Director of the Year' Category.

Eugene's impact on the business has been evident, from initial sector analysis to introduction of a CRM system to development of a cohesive strategy and its successful execution. His open and decisive management style has been a major contribution to the Company consistently achieving great results from each of its key target market sectors. Generating impressive new business relationships has been the cornerstone to NWC's growth strategy – taking the business from £6m in 2012/13 to a projected £17m this year.

During Eugene's time with NWC he has recruited and developed the sales team and support function that we know today, providing a high standard of sales service delivery and a high quality output that is the envy of our industry.



Eugene is a key driver on NWC's journey; always approachable, with a unique management style and a winning mentality we are proud to have him as our Group Sales Director and wish him every success at the Awards Ceremony!

The BESMA Awards and Sales Summit 2017 will be taking place on Thursday November 9th 2017.

The Yorkshire Women in Business Awards, hosted by Barclays, looked for the region's top female business talent. NWC Managing Director, Thornton Tasker, having worked with June Reynolds for over twenty years, nominated her for this prestigious award. From scratch June has built the operation of a national range of services that today completes over 40,000 tasks per month and employs 300 people. Her journey has included a number of years at Director level in Interserve plc which covered both an Operational and then a Business Development role.



Debbie Mullen, Head of Corporate Bank for Barclays Yorkshire said; "Women from all sectors across Yorkshire are securing key roles in larger companies and we want to recognise exceptional achievements for the contribution they are making. This is a fantastic opportunity to bring together business ladies from across the region to share knowledge and ideas, helping to grow the Yorkshire economy." June was highly delighted to be selected as a finalist in SME Business Category.

Speaking of June's nomination, Danny Malyon, Head of FM at Sainsbury's commented:

June is an inspiring business leader who manages a great balance between great customer relationships, corporate directorship and really engaging and managing her key colleagues. June has worked with great energy to develop the 'Brilliant Building' programme in collaboration with Sainsbury's. This programme has transformed our brand and enhanced our customer image dramatically. June has amazing energy and her passion for leadership has driven great performance for both Nationwide Window Cleaning and Sainsbury's alike."



The exclusive awards ceremony, held on Friday 23rd June at Bowcliffe Hall, Bramham, Wetherby was a celebration to recognise the women and businesses that have made an outstanding contribution to business in the Yorkshire and Humber region.