



HKMA 53rd Distinguished Salesperson Award

It is my pleasure to welcome you all to the Award Presentation Ceremony of the 53rd Distinguished Salesperson Award (DSA), and I would like to extend my heartfelt congratulations to all of the winners.

Established in 1969 by the Sales and Marketing Executives' Club of The Hong Kong Management Association, the annual DSA aims to recognize top salespersons for the achievements and contributions they have made to their respective organizations that ultimately set standards in raising the bar amongst the sales profession. For more than 50 years, the Award also witnessed Hong Kong's transformation from a small commercial port to a world-class international city, and has on a yearly basis affirmed the important role played by sales professionals in the development of Hong Kong.

The business environment nowadays is extremely complex and volatile. Advancement of technology and the rise of e-commerce have automated and digitalized certain sales procedures that used to require direct contact with customers. As the world is being disrupted and separated by the COVID-19 virus and face-to-face interactions are being kept to a minimum, every opportunity to interact with customers must be valued and maximized. Sales professionals, in addition to ensuring their products and services best fit the needs of their customers, should focus even more on utilizing a warm and individualized service approach so as to build their competitive edge and develop long-term relationships with customers.

To the outstanding sales elites who are being recognized by the Award tonight, and those who have earned such well-deserved honors by demonstrating top-of-the-class performance in all aspects - I wish you continued success in your journey, and hope the Award takes your career to new heights.



Dr Y K Pang GBS JP
Deputy Managing Director
Jardine Matheson Limited; and
Chairman
The Hong Kong Management
Association

In this second half of 2021, we started to see a silver lining of the economy as COVID-19 vaccination programmes kick off globally. However, the road to full economic recovery is moving slow and many industries are still facing numerous challenges in different aspects. Sales professionals continue to play a crucial role in connecting businesses and consumers. Their roles are critical in cultivating new business relationships and upholding existing ones.

The Distinguished Salesperson Award (DSA) was first established in 1968 by the Sales and Marketing Executives Club of The Hong Kong Management Association with an aim to bring recognition to the sales personnel for their outstanding professionalism. This year marked the 53rd anniversary of this prestigious award as we celebrate the achievements and "mission impossible" made possible by our sales professionals during these challenging times.

I would like to thank all the members of the Award Organizing Committee, the Panel of Judges for their invaluable contribution which has allowed the "Oscars in Sales" continues to shine brighter every year. On behalf of The Hong Kong Management Association, my heartfelt gratitude also goes to all our sponsors, all the participants and Dr Y K Pang GBS JP, Deputy Managing Director of Jardine Matheson Ltd and Chairman of The Hong Kong Management Association for being our Guest of Honor at the Award Presentation Ceremony.

Last but not least, my sincere congratulations to all the awardees, and your hard work are well paid-off with this special recognition.



Dr Victor Lee
Executive Director
The Hong Kong
Management Association

On behalf of the Sales and Marketing Executives Club of The Hong Kong Management Association, I would like to extend my sincere congratulations to all awardees of the 53rd Distinguished Salesperson Award (DSA) on their remarkable achievement.

Outstanding sales volume is one of the qualifying indicators of top salespersons, but the best sales personnel demonstrate not only high level of skills and knowledge, but they should also carry fearless spirit and strive for excellence. With this in mind, we honour the highest standard of excellence in salesmanship at DSA and may this mission carry into the future.

Reaching a significant milestone during the challenging times, it is my honour and privilege to witness and celebrate the 53rd anniversary of the DSA with all of you. None of this would be possible without dedication and support from all of you. I would like to take this opportunity to express my heartfelt thanks to our 30 honourable Panel of Judges and Mr Angus Lam, Chairman of the 53rd DSA Organizing Committee and his excellent team for their all-out effort in bringing the Award to a higher level of success.

My sincere thanks also extend to our Lead Sponsor – Convoy Financial Services Limited; Premium Sponsor – AIA International Limited; Grand Sponsor – Prudential Hong Kong Limited; Main Sponsors – AXA China Region Insurance Company Limited, FWD Life Insurance Company (Bermuda) Limited, The Hong Kong and China Gas Company Limited and Sun Life Hong Kong Limited; Photo Image Sponsor – Fotomax (F.E.) Limited; and Media Partners – Hong Kong Economic Times, Job Market Publishing Limited, The Metro Broadcast Corporation Limited and The Standard for their staunch support to the Award.

May I also express my warmest gratitude to our Guest of Honour, Dr Y K Pang GBS JP, Deputy Managing Director of Jardine Matheson Limited for officiating the Award Ceremony.

Once again, I offer my genuine congratulations to all participating organizations and awardees on their distinguished performance. I believe your dedication and passion will further elevate your profession to new heights.

What does it take to become an award-winning salesperson? By the very nature of the work itself, successful salespeople develop a unique set of attributes that enable them to succeed. Mediocre sales performance cannot be disguised as a salesperson's success or failure is revealed immediately by the bottom-line results. It takes a special kind of individual to succeed in sales. At the 53rd Distinguished Salesperson Award Programme, we recognize these special individuals.

On behalf of the Board of Directors of Sales & Marketing Executives International and our members around the world, I extend sincere congratulations to the Sales and Marketing Executives Club of Hong Kong on a successful 53rd Distinguished Salesperson Award Presentation Ceremony.

A special congratulation goes to each of the recipients of the Distinguished Salesperson Award and Outstanding Young Salesperson Award. Through your professionalism, determination and commitment to excellence, each of you have demonstrated the qualities of a winner. Each of the awardees of this programme has learnt to go beyond boundaries and exceed expectations.



Mr Willis Turner
CAE CME CSE
President & CEO
Sales & Marketing
Executives International
Inc (New York)

It is my great honour to be the Chairman of the 53rd Distinguished Salesperson Award (DSA) Programme Organizing Committee. Over the past five decades, sturdy dedication and determination in advancing high standard of salesmanship have driven the Award to grow and flourish in the community. I am pleased to witness that the Award has gone from strength to strength and has been firmly dubbed as the "Oscar" of the sales industry.

Impacted by the COVID-19 pandemic, and in face of the unpredictable business landscape, organizations and sales personnel need to fully equip themselves to leverage on the opportunities that lie ahead. The Organizing Committee has therefore enriched the Award with the theme "Beyond Boundaries", intended to encourage all of us to embrace uncertainties and against all odds on the pathway to success. Outstanding sales elites should consistently be ambitious and through continuous learning to rise to the top of their professions, providing the best experiences to their clients.

I would like to extend my deepest gratitude to 30 respected Panel of Judges and the fellow members of the Organizing Committee for their unconditional commitment to the Award. My heartfelt appreciation also extends to our Lead Sponsor – Convoy Financial Services Limited; Premium Sponsor – AIA International Limited; Grand Sponsor – Prudential Hong Kong Limited; Main Sponsors – AXA China Region Insurance Company Limited, FWD Life Insurance Company (Bermuda) Limited, The Hong Kong and China Gas Company Limited and Sun Life Hong Kong Limited; Photo Image Sponsor – Fotomax (F.E.) Limited; and Media Partners – Hong Kong Economic Times, Job Market Publishing Limited, The Metro Broadcast Corporation Limited and The Standard for their unstinting support to the Award.

My salutation also goes to Mr Kevin Shee, Founder of SC Storage for sharing his precious insights at the Presentation Skills Seminar. And I am beyond honoured to have Dr Y K Pang, GBS JP, Deputy Managing Director of Jardine Matheson Limited, to be our Guest of Honour and devote his precious time to grace our Ceremony.

Last but not least, my congratulations to all the awardees and I wish all of you to go beyond boundaries and take big steps in uplifting the industry to a higher ground through dedicated professionalism in your careers.



Mr Angus Lam
Chairman
53rd Distinguished
Salesperson Award
Organizing Committee

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53rd Distinguished Salesperson Award Programme

Distinguished Salesperson Award (DSA)

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 Wan Ting AAA China Region Insurance Company Limited	 Xie Bing, Mia AAA China Region Insurance Company Limited	 Chan Wan Tan, Katie AAA General Insurance Hong Kong Limited	 Cheung Ping, Rihama AAA General Insurance Hong Kong Limited	 Lam Sen Lung, Marco AAA General Insurance Hong Kong Limited	 Leung Yan Fu, Dickens AAA General Insurance Hong Kong Limited	 Tan Norman AAA General Insurance Hong Kong Limited	 Chau Si Nga Centenary Property Agency Limited	 Cheung Wing Shing Centenary Property Agency Limited	 Chow Kai Hung Centenary Property Agency Limited	 Lau Ping Hung Centenary Property Agency Limited	 Law Ki Wai Century 21 Creator Bay Area Strategic Ltd	
 Lam Kwok Fai Century 21 Creator Ltd	 Yim Ka Chun Century 21 Creator Property Agency Ltd	 Chung Lai Fan Century 21 Creator Property Agency Ltd	 Chan Pak Hung China Banking Insurance (Hong Kong) Company Limited	 Fan Zhongjian China Banking Insurance (Hong Kong) Company Limited	 He Zhenwei China Banking Insurance (Hong Kong) Company Limited	 Tang Kin Wing, Tony China Banking Insurance (Hong Kong) Company Limited	 Yuen Wai Ki, Sunny China Banking Insurance (Hong Kong) Company Limited	 Hui Chi Ho Citic Insurance (International) CPC Limited	 Cheng Chi Chung Compass Financial Services Limited	 Cheng Kwong Chak Compass Financial Services Limited	 Ho Man Lui Compass Financial Services Limited	
 Ho Wing Long Compass Financial Services Limited	 Wan Kam Hung Compass Financial Services Limited	 Ho Wai Chun Compass Financial Services Limited	 Leung Man Him, Hugo Compass Financial Services Limited	 Liu Jingjing Compass Financial Services Limited	 Yip Sin Wah Compass Financial Services Limited	 Chan Chak Lam, Arthur CSL Mobile Limited (OTV)	 Choi Chun Pong CSL Mobile Limited (OTV)	 Tang Chi Hang, Vincent CSL Mobile Limited (OTV)	 Wong Yuk Fai, Bill CSL Mobile Limited (OTV)	 Lai Yin Tung, Barbie CSL Mobile Limited (otc)	 Tam Wing Ling, Argus CSL Mobile Limited (otc)	
 Tang Wai Shing, Louie CSL Mobile Limited (otc)	 Tee Ka Yu, Tommy CSL Mobile Limited (otc)	 Cheng Ho Yin, Kyle CSL Mobile Limited (otc)	 Lam Chun Hay, Dickson CSL Mobile Limited (HKT)	 Lee Kiu Kong, Jerry CSL Mobile Limited (HKT)	 Chan Miu Wa E-Healthcare (SI) RESORIN	 Lee Wing Yan, Regina E-Healthcare (SI) RESORIN	 Tam Man Pan, Tim E-Healthcare (SI) RESORIN	 Cheung Ting Chun, Billy FTI Insurance Company Limited	 Lam Chin Hang, Edmund FTI Insurance Company Limited	 Luk Chun Ho, Mandy FTI Insurance Company Limited	 Tang Man Yee, Mandy FTI Insurance Company Limited	
 Chiu Sze Yuet, Jessie FWD Life Insurance Company (Bermuda) Limited	 Ho Chi Shing, Simon FWD Life Insurance Company (Bermuda) Limited	 Lau Ho Yan, Koobee FWD Life Insurance Company (Bermuda) Limited	 Wong Wing Suet, Rachael FWD Life Insurance Company (Bermuda) Limited	 Chow Pak Ki H&B (Hong Kong) Limited	 Lai Ming Yin H&B (Hong Kong) Limited	 Wong Ting Chung H&B (Hong Kong) Limited	 LI Chi Shing H&B Enterprise Solutions HK Limited	 Ng Yuk Yee, Yan H&B Enterprise Solutions HK Limited	 Seto Chun Kit, Ricky H&B Enterprise Solutions HK Limited	 Chan Ka Chun H&B Education Limited	 Poon Yee Lai, Joann H&B Education Limited	
 Wu Wing Lam, Wing H&B Limited - Call Center Sales	 Chan Chi Fung H&B Limited - Call Center Sales	 Li Wang Tung H&B Limited - Call Center Sales	 Yam Sin Ling H&B Limited - Call Center Sales	 Chan Pak Ming H&B Limited - Call Center Sales	 Tam Derek Chi Fung H&B Limited - Call Center Sales	 So Tsz Wing H&B Limited - Call Center Sales	 Tam Yet Wah, Kenny H&B Limited - Call Center Sales	 Cheung Chak Hang, Anthony Honorious H&B Limited - Call Center Sales	 Lee Wing Kwok, Gavin H&B Limited - Call Center Sales	 Wu Wai Fun, Edward H&B Limited - Call Center Sales	 Chau Yui Lin, Jade H&B Limited - Call Center Sales	
 Vong Man Tik, Chester H&B Limited - New TV	 Yan Ho Ming, Alex H&B Limited - New TV	 Ho Nga Man, Natalie H&B Limited - Small Living	 Ho Ka Shing, Kevin Hong Kong Property Services (Agency) Limited	 To King Cheong, King Hong Kong Property Services (Agency) Limited	 Yu Chak Ming, Philip Midland Realty (Comm.) & Ltd (HKT)	 Chan Wan Chi, Gigi Midland Realty (Comm.) & Ltd (HKT)	 Chan Yam Fung, Eddie Midland Realty (Comm.) & Ltd (HKT)	 Wong Wai Yee, Rachel Midland Realty (Comm.) & Ltd (HKT)	 Celina Ng Midland Realty International Limited	 Kwan Hoi Wai, Eddie Midland Realty International Limited		
 Lam Wai San, Jolly Midland Realty International Limited	 Lau Hon Wang, Sunny Midland Realty International Limited	 Choi Kwok Wai, Matthew Prudential General Insurance Hong Kong Limited	 Gong Min, Matthew Prudential General Insurance Hong Kong Limited	 Li Suet Man, Sherman Prudential General Insurance Hong Kong Limited	 Ma Tianyi, Vicky Prudential General Insurance Hong Kong Limited	 Cheng Hung Fast, Alpha Prudential Hong Kong Limited	 Hui Yiu Yung, Synthia Prudential Hong Kong Limited	 Li Yuan Prudential Hong Kong Limited	 Tang Xiooli, Lily Prudential Hong Kong Limited (C.I.F.)	 Kwan Hau Lun, Samson Reacoop Properties Limited (C.I.F.)		
 Tanfon Lai Nga, Petty Reacoop Properties Limited (C.I.F.)	 Hau Jing Man, Jasmin Reacoop Properties Limited	 Kwok Lai Lai, Lily Reacoop Properties Limited	 Cheung Ho Wai, Raymond Reacoop Properties Limited	 Yu Wai Shun, Sean San Miguel Brewery Hong Kong Limited	 Chiu Wai Ming, Benjamin Sun Life Hong Kong Limited (Incorporated in Bermuda with limited liability)	 Hui Ho Fan, Ben Sun Life Hong Kong Limited (Incorporated in Bermuda with limited liability)	 Cheng Sze Lung The Hong Kong and China Gas Company Limited	 Shum Wai Man The Hong Kong and China Gas Company Limited	 Luk Chung Hin, Daniel UPS Parcel Delivery Services Ltd	 Ng Chi Yiu UPS Parcel Delivery Services Ltd		



53rd Distinguished Salesperson Award Programme

Outstanding Young Salesperson Award (OYSA)

 Maggie Cheung AA International Limited	 Sabnani Justin Manoj AA International Limited	 Che Weng Chon AA International Limited (M&A)	 Chloe Leung AspWorld Exp Management Limited	 Chiu Ka Shing Centenary Property Agency Limited	 Ko Hoi Wei Citic Insurance International CPC Limited	 Ma Pul Yi, Kristen Citic Insurance International CPC Limited
 Siu Wai Lok, Jayden CSL Mobile Limited (otc)	 Ng Lo Ki, Claire CSL Mobile Limited (HKT)	 Tsang Lok Yui, Yoyo CSL Mobile Limited (HKT)	 Tsang Po Yi, Boyi FTLife Insurance Company Limited (Bermuda) Limited	 Cheung Kai Shing, Phil FWD Life Insurance Company (Bermuda) Limited	 Ng Wing Sum H&B Education Limited	 Cheung Ka Ming, Kelvin H&B Education Limited
 So Wing Kin H&B Limited - Consumer Group Call Center Sales	 Chan Kin Wah H&B Limited - Consumer Group Direct Sales	 Wong Ka Yan, Yannes H&B Limited - New TV	 Kwok Hui Ling, Kristy Hong Kong Property Services (Agency) Limited	 Lau Wing Hang Insurance Hong Kong Limited	 Chung Fung Lam, Elnisa Prudential Hong Kong Limited	 So Ka Yi, Iris Prudential Hong Kong Limited
 Lee Ka Ling, Laura Reacoop Properties Limited	 Lau Chun Ni, Jenny Sun Life Hong Kong Limited (Incorporated in Bermuda with limited liability)	 Wong Cheuk Yu, Sonia Sun Life Hong Kong Limited (Incorporated in Bermuda with limited liability)	 Yeung Ching Man, Serena Sun Life Hong Kong Limited (Incorporated in Bermuda with limited liability)	 Chong Shing Fung The Hong Kong and China Gas Company Limited	 Ho Pak Hei UPS Parcel Delivery Service Ltd	

Panel of Judges

 Mr Sutton Cheung Vice Chairman, The Communications Association of Hong Kong	 Mrs Melody Kwok-Chan President, The Commerce & Industry Association of Hong Kong Ltd	 Mr Stanley Lee President, Commerce Association of Hong Kong	 Mr William Wong President, Institute of Hong Kong Brands
 Ms Amy Chow Vice Chairman, Hong Kong Watch & Clock Council (HK Watch Co.)	 Mr Jackson Lam Vice Chairman, The Federation of Hong Kong Students & Professionals Association Limited	 Ms Grace Tse Director, Bay Area Hong Kong Alumni Association Limited	 Mr Gary Lau Chairman, Hong Kong Association of Management & Technology Professionals Limited (HMTAP)
 Mr David Ho BBS JP Vice President, The Hong Kong Chamber of Commerce & Industry Association	 Mr Francis Ngai Vice President, Hong Kong Computer Society	 Mr Cliff Wu Chairman, Member, Hong Kong General Association of Professionals	 Mr Watson Chan Deputy CEO (Policy & Business Development), The Hong Kong General Chamber of Commerce
 Mr Calvin Chau President, The Hong Kong General Chamber of Commerce & Industry Association	 Mr Calvin Tse Chairman, The Hong Kong General Chamber of Commerce & Industry Association	 Mr Terrence Hui Vice Chairman and Treasurer, The Hong Kong General Chamber of Commerce & Industry Association	 Ms Cherris Chong Chairman, Hong Kong Youth Forum
 Ms Agnes Hui President, The Hong Kong Professional Association of Accountants	 Mr Vincent So Member of Council, The Hong Kong Professional Association of Accountants	 Ms Pam Mak Member of Council, The Hong Kong Professional Association of Accountants	 Ms Michelle Chan Member of Council, The Hong Kong Professional Association of Accountants
 Mr Stephen Chua President, Hong Kong Labour Youth Association	 Mr Alan Cheung President, Hong Kong Young Entrepreneurs Council	 Mr Kelvin Ko President, Innovative Entrepreneurs Association Company Limited	 Prof Allen Wong President, Global Founding President & Chief Executive - Greater China, The Institute of Cost Real Management Accountants (Hong Kong Branch)

Award Organizing Committee

 Rayson Chan SMI, Club Chairman	 Angus Lam SDSQA Programme Chairman	 Allen Leung Immediate Past Club Chairman	 Zacharias Cheng Member	 Sherry Chong Member	 Ivan Chow Member	 Charlie Chu Member
 Ody Chu Member	 Kit Ho Member	 Louis Ho Member	 Kishi Hung Member	 Christy Kwan Member	 Michael Lau Member	 Rachel Lo Member
 Kinson Ng Member	 Sophia So Member	 Mingo Tsang Member	 Rosanna Wong Member	 Alison Yip Member	 Sunny Yu Member	 Grace Lau Executive Secretary
 Pattie Shi Executive Secretary						

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