



HKMA 54th Distinguished Salesperson Award



Ms Winnie Ho Wing-yin JP
Secretary for Housing
The Government of the Hong Kong
Special Administrative Region

房屋局局長何永賢

第五十四屆傑出推銷員獎頒獎典禮
群英薈萃
駿譽揚輝

第五十四屆傑出推銷員獎頒獎典禮



Dr Y K Pang GBS JP
Chairman
The Hong Kong Management
Association

It is my pleasure to welcome you all to the Award Presentation Ceremony of the 54th Distinguished Salesperson Award. I would like to extend my heartfelt appreciation and congratulations to all winners.

Established in 1968 by the Sales and Marketing Executives Club of The Hong Kong Management Association, this annual Award celebrates the achievements of the “best-of-the-best” in the sales profession and recognizes their myriad contributions which raise the bar for sales excellence in the profession and contribute to our city’s success and prosperity.

This year, the Award’s theme is “Fearless”. Fear is part of human nature. To be fearless doesn’t mean eliminating it altogether. It means learning how to face it and manage it so that it doesn’t hold us back. In the world of sales, fear is both our greatest enemy and our best friend. Successful sales professionals not only conquer their own fears, they also understand their clients’ fears and act on them. By presenting services and products that address clients’ fears, they help conquer their fears.

This evening, I salute all of you for your fearlessness. I wish you continued success in your sales journey, and hope this Award takes your career to new heights.

I wish to thank our Guest of Honour, Ms Winnie Ho JP, Secretary for Housing of the Government of the Hong Kong Special Administrative Region, for gracing this evening and sharing with us her wisdom.



Ms Titania Woo
Executive Director
The Hong Kong Management
Association

The Distinguished Salesperson Award was established in 1968 by the Sales and Marketing Executives Club of The Hong Kong Management Association to acknowledge sales as the heart of business and to recognize Hong Kong’s top sales professionals for their great achievements. This year marks the 54th anniversary of this Award as we applaud these elite professionals who have distinguished themselves through demonstrating salesmanship at its finest.

I wish to extend my congratulations to all winners of this year’s Award for their outstanding performance. They are living examples of this year’s theme, “Fearless”! It is my sincere wish that all of them will continue to shine, elevating Hong Kong’s world-class sales profession and boosting our city’s economy.

On behalf of The Hong Kong Management Association, I would like to thank all members of the Panel of Judges, Award Organizing Committee and Executive Committee of the Sales and Marketing Executives Club for their hard work and selfless contributions, making this year’s Award another success. My sincere gratitude goes to our many Sponsors without whose generous support this event would not have been possible.

We are immensely grateful to our Guest of Honour, Ms Winne Ho JP, Secretary for Housing of the Government of the Hong Kong Special Administrative Region, for sharing her invaluable insights at the Award Presentation Ceremony.



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

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 54th 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 54th 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 learned to be fearless in pursuing their professional goals.



Mr Rayson Chan
Chairman
Sales and Marketing Executives
Club

On behalf of the Sales and Marketing Executives Club (SME Club) of The Hong Kong Management Association (HKMA), I would like to salute all the delegates of the 54th Distinguished Salesperson Award (DSA) on their extraordinary achievement.

SME Club aims to promote a high standard of professionalism in sales and marketing through organizing various business functions including the DSA Programme, a well-celebrated annual events in the Region. Dubbed as the “Oscars” of the sales industry, the DSA is one of the most eminent Awards that recognizes personalities with sales merit in the industry. Not only have these distinguished sales possess the essential traits as salespersons, they also demonstrate their capabilities of becoming the pillars of success that drive their companies forward.

My special thanks go to our Panel of Judges and Ms Yeung Chau Yung, Chairperson of the 54th DSA Organizing Committee and her team in bringing the Award Programme to a complete triumph. I would also like to thank our Award Sponsors, namely Lead Sponsor – AIA International Limited; Premium Sponsor – YF Life Insurance



Ms Yeung Chau Yung
Chairperson
54th Distinguished Salesperson
Award Organizing Committee

It is my great pleasure to be the Chairperson of the 54th Distinguished Salesperson Award Organizing Committee, one of the most prestigious annual occasions of the sales and marketing industry. The Award has come a long way in the past five decades and raised the bar on sales professionalism in the Region. This year, I am honoured to be a part of this journey with you all.

Early 2022 remained a tough time, the fifth wave of epidemic was ravaging, giving us unprecedented and challenging economic situation. Persistent difficulties and mental stress led us to feel isolated and despondent. The Organizing Committee has therefore chosen “Fearless” as the theme of the Award, intended to instill positive messages and ignite hope to salesperson who were hit by the pandemic. Despite the many challenges ahead, sales personnel should always have the courage to step up into the unknown and strive to thrive during challenging times as we aim to become a better version of ourselves.

Riding on this special occasion, I would like to express my heartfelt appreciation to our respected Panel of Judges and members of the Award Organizing Committee for their devotion to the Award. My salutation also extends to our Sponsors for their unwavering support to the Award.

In addition, I would also like to thank Dr Li Chan Wing, Director of Li C W Consultant Limited for sharing his valuable insights at the Presentation Skills Seminar. Most important of all, I am most honoured to have Ms Winne Ho JP, Secretary for Housing of the Government of the Hong Kong Special Administrative Region as the Guest of Honour of the Award Ceremony.

Congratulations to the awardees and I wish all of you to keep up your professionalism and dedication as a distinguished salesperson; and be “fearless” in pursuing your career ahead.

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My tribute also extends to Ms Winne Ho JP, Secretary for Housing of the Government of the Hong Kong Special Administrative Region for officiating the Award Ceremony.

May I congratulate all the winners again for your accomplishment. I sincerely wish all awardees overwhelming success in your future endeavours.

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54th Distinguished Salesperson Award Programme

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Distinguished Salesperson Award (DSA)



54th Distinguished Salesperson Award Programme

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Panel of Judges