



HKMA 55th Distinguished Salesperson Award



Mr Joseph Chan
Guest of Honour
Under Secretary for
Financial Services and
the Treasury

財經事務及庫務局副局長陳浩濂



第五十五屆傑出銷售專業大獎頒獎典禮

範譽
領揚
同業
儕界

第五十五屆傑出銷售專業大獎頒獎典禮



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

It is my great pleasure to welcome you all, to the Award Presentation Ceremony of the 55th Distinguished Salesperson Award (DSA).

The theme of the 55th Anniversary of the Award is “Heritage Breakthrough.” As the business environment changes at hyper speed, sales professionals need to continually innovate to effectively serve, and create value for their customers, while leveraging the heritage of their illustrious predecessors.

I am delighted and impressed with the high quality of this year’s Award entries. By persistently and courageously pushing boundaries and exploring new possibilities, they not only advance their own careers, but contribute to the necessary transformations of their organizations and industries as well. With great pride and pleasure, I offer my appreciation to all participants, and my congratulations to the winners.

As we celebrate this milestone occasion, we are honoured to recognize 10 outstanding companies with the DSA 55th Anniversary Achievement Awards. Their commitment to excellence over the past decades has undoubtedly made a significant impact on the sales profession. We are proud to have these remarkable companies supporting the Awards, and we look forward to many more years of success together!

I would like to take this opportunity to thank Mr Mingo Tsang, Chairman of the 55th DSA Organizing Committee, Mr Rayson Chan, Chairman of HKMA’s Sales and Marketing Executives Club, and their dedicated teams, who worked tirelessly to make this year’s Award another memorable success.

I would like to especially thank our many Sponsors, without whose generous support this Award would not be possible. They include our Lead Sponsor, Prudential Hong Kong Limited; Premium Sponsors, AIA International Limited, YF Life Insurance Company Limited; Main Sponsors, The Hong Kong China Gas Company Limited, Sun Life Hong Kong Limited; Sponsor: AXA China Region Insurance Company Limited; Photo Image Sponsor, Fotomax (F.E.) Limited; and Media Partners, Hong Kong Economic Times, Job Market Publishing Limited, and The Standard.

My sincere appreciation goes to the 24 members of the Panel of Judges, for devoting their time and expertise and elevating DSA as the most prestigious Award in the sales profession in Hong Kong and the Region.

My special gratitude goes to our Guest of Honour, Mr Joseph Chan JP, Under Secretary for Financial Services and the Treasury, The Government of the Hong Kong Special Administrative Region, for gracing us this evening and sharing his invaluable insights and wisdom.

I wish everyone an enjoyable evening, and look forward to DSA’s continuous contribution to Hong Kong’s amazing sales profession.



Ms Titania Woo
Executive Director
The Hong Kong
Management
Association

In 1968, the Sales and Marketing Executives Club of The Hong Kong Management Association established the Distinguished Salesperson Award (DSA) to recognize the exceptional achievements of the finest sales professionals in Hong Kong and honour the essential role of sales in business success.

Tonight, we gather to celebrate the 55th Anniversary of the Award, an important milestone, and pay tribute to this generation’s outstanding sales professionals who have demonstrated the highest levels of excellence in sales, as well as the exalted qualities of this year’s theme, “Heritage . Breakthrough”.

I would like to express my sincere appreciation to all participants of the Award and extend my warm congratulations to all the winners. You all are shining examples of the diligence, dedication, and innovation necessary to reach the top of the profession. Your remarkable achievements deserve our utmost respect and applause. I would like to extend my heartfelt congratulations to all the winners of the DSA 55th Anniversary Achievement Awards for their outstanding accomplishments and dedication to the advancement of the sales profession over the past decades.

On behalf of The Hong Kong Management Association, I extend my sincerest gratitude to the 55th Anniversary DSA Organizing Committee under the dynamic leadership of Mr Mingo Tsang and the Executive Committee of the Sales and Marketing Executives Club led by the inspiring Chairman Mr Rayson Chan, for their hard work and dedication in organizing this signature annual event. I also thank all 24 members of the Panel of Judges for their enormous contributions of time and expertise, and our amazing sponsors whose generous support has made this event possible.

I am immensely grateful to our Guest of Honour, Mr Joseph Chan JP, Under Secretary for Financial Services and the Treasury, The Government of the Hong Kong Special Administrative Region, for gracing this evening’s Award Presentation Ceremony with his presence and sharing his vision and insights with us.

Once again, congratulations to all the winners and thank you to everyone who has made this evening possible. Let us continue to celebrate excellence in sales and business, and work towards a brighter future for Hong Kong.



Willis Turner,
CAE CME CSE
President & CEO
Sales & Marketing
Executives
International, Inc.

On behalf of the Board of Directors of Sales & Marketing Executives International and our members around the world, I extend congratulations to the Sales and Marketing Executives Club of Hong Kong on a successful 55th Distinguished Salesperson Award Presentation Programme. The recognition of talent during this programme will inspire us all to go break through barriers in meeting our customer’s needs.

A special congratulation goes to each recipient of the Distinguished Salesperson Award and Outstanding Young Salesperson Award, for demonstrating qualities of a winner in today’s competitive marketplace. This ceremony honours their achievement in striving for global sophistication and professional excellence.

Winning this award requires dedication, professionalism and problem-solving skills. We encourage these awardees to use this milestone as a stepping stone for future success, to break through barriers and add to the rich heritage in their respective communities.

Sales and Marketing Executives International is an association dedicated to ethical marketing, sharing knowledge and continuing education. We encourage each of the recipients to focus on fundamentals, make sound economic decisions and remain committed to personal growth.

Thank you to the Hong Kong Management Association and the Sales & Marketing Executives Club of Hong Kong for making this programme possible. We wish everyone a wonderful evening celebrating success!

Congratulations once again to all awardees. Your achievement is an inspiration to us all.



Mr Mingo Tsang
Chairman
55th DSA Award
Organizing Committee

Over five decades, Distinguished Salesperson Award (DSA) has borne testament to the importance of Sales in driving business success. This year, it is my great honour to serve as Chairman of the 55th DSA Organizing Committee.

The theme for the 55th edition of the Award is “Heritage Breakthrough,” chosen to encourage respect for the rich history and traditions of the Sales profession, while demonstrating innovative spirit and creating new value.

I wish to offer my appreciation to all Award participants for their impressive efforts and congratulations to the winners! I hope you will, all, continue to uphold the spirit of “Heritage Breakthrough,” and be guiding lights and role models of your proud profession.

I would like to take this opportunity to express my sincerest thanks to our many Sponsors for their generous support, to the 24 eminent business leaders on the Panel of Judges for their tireless professionalism, and to all members of the Organizing Committees for their selfless dedication.

My heartfelt gratitude goes to Mr Joseph Chan Ho JP, Under Secretary for Financial Services and the Treasury, The Government of the Hong Kong Special Administrative Region, who will enrich this year’s Award Ceremony immeasurably as Guest of Honour, with his gracious presence and visionary speech.



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, I am pleased to offer my warmest congratulations to all the winners of the 55th Distinguished Salesperson Award (DSA).

Established in 1966, the SME Club is dedicated to promoting excellence in Sales and Marketing, and DSA is the sine qua non of this mission. I am delighted to see an increasing number of companies from diverse industries invest in their Sales staff and acknowledge their achievements through participation in this Award.

This year, the 55th DSA recognizes more than 100 Distinguished Salesperson Award (DSA) and Outstanding Young Salesperson Award (OYSA) winners, all outstanding Sales Professionals building impressive careers for themselves, while propelling their companies to greatness and transforming industries.

I would like to take this opportunity to sincerely thank DSA’s many generous Sponsors, the 24 honorable members of the Panel of Judges, as well as Mr Mingo Tsang, Chairman of the 55th DSA Organizing Committee and his remarkable team.

All of us look forward to a memorable evening, especially to an enlightening speech by our Guest of Honour, Mr Joseph Chan JP, Under Secretary for Financial Services & the Treasury, The Government of the Hong Kong Special Administrative Region.

With the collaborative spirit and abundance of talent which we are witnessing today, I have full confidence in our city’s bright future.

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