



B2B Supplier of the Year Categories

Agent of the Year

An importer representing agency wines exclusively in the UK and acts as the sales lead, brand builder & distributor (directly to customers or via other suppliers) into the Off-Trade and On-Trade. Entries should be able to demonstrate a strong portfolio of exclusive products, an extensive customer base and a dedicated approach to selling and promoting products.

Notes:

You may upload a PDF or PowerPoint to support your entry. This must be no more than 10 pages (max 10 MB) and use the Theme/Section headings.

Marks are given against descriptive answers to guide the judges

Entrants may upload a selection of images/videos to support entry – a maximum of 10 images

TOTAL JUDGING SCORE: 195

Fee per entry: £175.00

Buying Team of the Year

To recognise and reward the best Buying Team that demonstrate successful contribution to their business demonstrating best-in-class category standards, team expertise and exceptional collaboration with internal and external stakeholders and the wider wine industry.

Notes:

You may upload a PDF or PowerPoint to support your entry. This must be no more than 10 pages (max 10 MB) and use the Theme/Section headings.

Marks are given against descriptive answers to guide the judges

Entrants may upload a selection of images/videos to support entry - a maximum of 10 images

TOTAL JUDGING SCORE: 130

Fee per entry: £175.00

On-Trade Wine Supplier of the Year

A company which is able to demonstrate a dedicated approach of wine sales into the On-Trade, with direct On-Trade sales to customers being an important element of their overall



business model. Entries should be able to demonstrate supplying an extensive customer base, representing an extensive portfolio of wine and offering excellent On-Trade customer service.

Notes:

You may upload a PDF or PowerPoint to support your entry. This must be no more than 10 pages (max 10 MB) and use the Theme/Section headings.

Marks are given against descriptive answers to guide the judges

Entrants may upload a selection of images/videos to support entry – a maximum of 10 images

TOTAL JUDGING SCORE: 195

Fee per entry: £175.00

Trade Educator of the Year

To recognise and reward the wine educator that has successfully delivered outstanding wine education for the UK wine trade. The Trade educator of the year should demonstrate their passion and talent in providing inspiration and exceptional wine education, with the ambition to continue growing capability and wine knowledge amongst professional teams and the general public. The winner would be seen by the judges as being influential in advancing wine knowledge and appreciation of wine, with extensive wine industry experience, excellent communication skills and sets high standards of teaching.

Winning this award should inspire others to achieve the highest standards of wine education.

Notes:

You may upload a PDF or PowerPoint to support your entry. This must be no more than 10 pages (max 10 MB) and use the Theme/Section headings.

Marks are given against descriptive answers to guide the judges

Entrants may upload a selection of images/videos to support entry – a maximum of 10 images

TOTAL JUDGING SCORE: 60

Fee per entry: £175.00