

Spot Business Person of the Year

The Spot Business Person of the Year is rewarded to the sales person who does the most deals with new clients.

A gross bonus rewarded are as follows;

New Clients	Bonus
1-5	£500
6-10	£750
11+	£1000

Rules

- A new client is defined as a client who has not appeared on the Gold Group spend list for a 12-month period
- Either a permanent or contract deal
- A deal will count if terms are agreed with another part of a company that we are working with (different company name with different HR/Procurement) For example, Volker Highways, and new terms are agreed with a new contact at Volker Vessels.
- The winner is the person who does the most deals with new clients and not GP generated

To clarify it is the number of new clients that wins the competition!