2006 Finalists & Stevie Award Winners

Finalists and Stevie Award winners were recognized at the gala awards dinner and presentations in Las Vegas on Monday, December 4.

- Download the awards dinner program book (2MB PDF file)
- Browse photographs of the awards gala and presentations

Finalist listings are grouped in these sections:
Best Individual Performance Categories / Best Team Performance Categories / Best Team Achievement Categories / Best Organization Achievement Categories / Best Run Sales Organization Categories / Honorary Stevie Awards

Global Sales Leader of the Year
- Dr. Jailani B. Jabar, JAI NETWORK SYSTEMS SDN. BHD. Kuala Lumpur, Malaysia
- Christopher Harrington, Global Sales Leader, Omniture, Orem, Utah
- Bob Mraz, Global Sales Leader, TW Metals, Exton, PA

Worldwide VP of Sales of the Year
- Carolyn Parent, Executive VP, Worldwide Sales, Deltek, Herndon, VA
- Mitch Little, Vice President Worldwide Sales & Applications, Microchip Technology Inc., Chandler, AZ

National VP of Sales of the Year
- Mary Delaney, Chief Sales Officer, Careerbuilder.com, Chicago, IL
- Sanford Brown, Chief Sales Officer, Heartland Payment Systems, Princeton, NJ
- Jordan D. Clark, National Sales VP, Las Vegas Meetings by Harrah’s Entertainment, Las Vegas, NV
- Gil Ben-Dov, Market2Lead, Santa Clara CA
- Michael Chaplo, VP-Sales, Mimeo.com, New York, NY
- David Larkins, National Sales VP, NetPlus Marketing, Conshohocken, PA
- Terri Plaut, VP of Sales, Supply Marketing, Inc., King of Prussia, PA
- Mitch Tarica, VP North American Corporate Sales, WebEx Communications, Inc., Santa Clara, CA

National Accounts Manager of the Year
- Barbara Carvajal, National Account Manager, Mimeo.com, New York, NY

Regional Manager of the Year
- Chad Weaver, Branch President, BONUS Building Care, Indianola, OK
- Kevin Potente, Vice President, Optimum Business, Long Beach, NY

Sales Director of the Year
- Doug Nyberg, Director, Sales Force Productivity; CertainTeed Siding Products Group, Valley Forge, PA
- Michael Weiss, CEO, imagistic, Westlake Village, CA
- Joe Dahleen, Director of Sales Production, MILA, Inc., Mountlake Terrace, WA
- Steve Decker, Sales Director, Sundance Vacations, Wilkes Barre, PA

Sales Education Leader of the Year
- Dr. K R Subrahmany, CEO, ACE Selling Strategies P Limited, Chennai, India
- M. Jeffrey Hoffman, Founder & CEO, Basho Strategies, Inc., Burlington, MA
- Dr. Larry Flegle, CSE, elearningforce.com, Woodstock, GA
- Lilli Barnett, Director of National Sales Training, Kimball Hill Homes, Houston, TX

Sales Training Manager of the Year
- Gary Zimmermann, New Hire Sales Training Manager, Insight North America, Tempe, AZ

Sales Representative of the Year
- Keith Michelsen, Sales Representative, AIReS, Pittsburgh, PA
- Adrienne Parks, Senior National Account Executive, MicroTek, Downers Grove, IL
- Jose Backes, Data Sales Coordinator, Nextel Brazil
- Tracey Brenneman, PRA Destination Management, San Diego, CA
Roger Johnson, Sales Representative, Sundance Vacations, Wilkes Barre, PA
Jeanine Rockwell, Key Accounts Manager, WebEx Communications, Inc., Santa Clara, CA
Jeff Linton, Corporate Sales Executive, WebEx Communications, Inc., Santa Clara, CA
Kai Van de Carr, Sr. WebEx Regional Consultant, WebEx Communications, Inc., Santa Clara, CA

Global Sales Team of the Year
Global Account Team, Factiva, Princeton, NJ
Global Sales Team, Marriott International, Washington, DC
Global Sales Team, Microchip Technology, Chandler, AZ
Global Sales Team, Omniture, Orem, UT

National Sales Team of the Year
National Sales Team, Advertising.com, Baltimore, MD
National Sales Team, CertainTeed Siding Products Group, Valley Forge, PA
Sales Team, CoStar Group, Inc., Bethesda, MD
National Sales Team, Infinity Info Systems, Inc., New York, NY
National Sales Team, Las Vegas Meetings by Harrah's Entertainment, Las Vegas, NV
National Sales Team, Mimeo.com, New York, NY
Nextel Peru Sales Team, NII Holdings
Chicago Sales Center Team, Sundance Vacations, Wilkes Barre, PA
Sales Team, Thrive Networks, Concord, MA

National Accounts Sales Team of the Year
Sales Team, Careerbuilder.com, Chicago, IL
National Account Sales Team, Celanese, Dallas, TX

Government Sales Team of the Year
Federal Sector Team, Trane, Piscataway, NJ
Federal Government Sales Team, United States Postal Service, San Francisco, CA

Telesales Team of the Year
American Home Insurance Agency, Inc., Denver, CO
Direct Alliance Corporation, Tempe, AZ
e-Channel Sales, Harris N.A., Chicago, IL
Marriott Vacation Club International, Orlando, FL

Online Sales Team of the Year
eSales & Service Organization, AT&T Business Direct, San Antonio, TX
Online Sales Team, Verio, Centennial, CO

Sales Support Team of the Year
CCFC Outstanding Performance Team, ALOM, Fremont, CA
eSales & Service Organization, AT&T Business Direct, San Antonio, TX
TopGun Sales Support Team, GreenTomato Software LLC, Milpitas, CA

Customer Service Team of the Year
eSales & Service Organization, AT&T Business Direct, San Antonio, TX
Customer Service Team, GeoLearning, Inc., West Des Moines, IA
Customer Service Team, MicroTek, Downers Grove, IL
Customer Service Team, Signature HomeStyles, Glendale Heights, IL
Customer Service Team, Verio Inc., Centennial, CO

Highest Sales Growth Rate
Airlink Mobile, Hiawatha, IA
Buena Vista Custom Homes, Lake Oswego, OR
CareerBuilder.com, Chicago, IL
Las Vegas Meetings by Harrah's Entertainment, Las Vegas, NV
Telogis Inc., Costa Mesa, CA
United Scrap Metal, Inc., Cicero, IL

Highest Market Share Growth
Metasoft Systems Inc., Vancouver, BC, Canada
SAP America, Palo Alto, CA

Highest Customer Satisfaction Growth
The Sant Corporation, Cincinnati, OH

Highest Customer Retention Ratio
ATX Communications, King of Prussia, PA
CRM Implementation & User Adoption Program of the Year
AstraZeneca, LP, Wilmington, DE
Payment Processing Inc., San Francisco, CA
Sterling PCU, Dayton, OH

Hiring and Recruiting Program of the Year
Marriott Vacation Club International, Orlando, FL

Demand Generation Program of the Year
ATX Communications, King of Prussia, PA
Bulldog Solutions, Austin, TX
Direct Alliance Corporation, Tempe, AZ
DriveCam, Inc., San Diego, CA
Merchant Warehouse, Boston, MA
MicroTek, Downers Grove, IL

Sale Lead Management System of the Year
Factiva, Princeton, NJ

Sale Process of the Year
Corporate Express, Broomfield, CO
Dunn Paper, Port Huron, MI
MILA, Inc., Mountlake Terrace, WA
Thrive Networks, Concord, MA

Sales Training Program of the Year
Anscot Barclaz Corporation Sdn Bhd, Kuala Lumpur, Malaysia
Basho Strategies, Inc., Burlington, MA
ClinPhone plc, Nottingham, England
Direct Alliance Corporation, Tempe, AZ
eChannel Services, Harris Bank, Buffalo Grove, IL
Insight North America, Tempe, AZ
Kimball Hill Homes, Houston, TX
PAETEC Communications, Rochester, NY
Sales Autopsy, Inc., Barrington, IL
Sigma-Aldrich Corp., St. Louis, MO
Thevirtualsalescoach.com, Skyland, NC
Wells Fargo & Company, San Francisco, CA

Sales Incentive Program of the Year
Sun Times News Group, Chicago, IL

Sales Meeting of the Year
Corporate Express, Broomfield, CO
Trane, Piscataway, NJ
Watlow Electric Mfg. Co., St. Louis, MO

Sales Recognition Program of the Year
Direct Alliance Corporation, Tempe, AZ

Automotive Sales Organization of the Year
The Reynolds and Reynolds Company, Dayton, OH

Banking Sales Organization of the Year
Harris N.A., Chicago, IL
Wells Fargo & Company San Francisco, CA

Chemical Sales Organization of the Year
Celanese, Dallas, TX
Sigma-Aldrich Corp., St. Louis, MO

Construction Equipment Sales Organization of the Year
Trane, Piscataway, NJ

Consulting Sales Organization of the Year
Anscot Barclaz Corporation Sdn Bhd, Kuala Lumpur, Malaysia
The Brooks Group, Greensboro, NC

Energy Sales Organization of the Year
Trane, Piscataway, NJ

Financial Services Sales Organization of the Year
Heartland Payment Systems, Princeton, NJ
MILA, Inc., Mountlake Terrace, WA

Hardware Sales Organization of the Year
Direct Alliance Corporation, Tempe, AZ

Insurance Sales Organization of the Year
American Home Insurance Agency, Inc. Denver, CO
Family Heritage Life Insurance Company of America, Broadview Heights, OH
HealthMarkets Agency Marketing Group, Hurst, TX

Manufacturing Sales Organization of the Year
ALOM, Fremont CA
CertainTeed Corporation, Valley Forge, PA
Dunn Paper, Port Huron, MI
Naqia Corporation Sdn Bhd., Kuala Lumpur, Malaysia
Pacific Writing Instruments, San Mateo, CA
United Scrap Metal, Inc. Cicero, IL
Watlow Electric Mfg. Co., St. Louis, MO

Media Sales Organization of the Year
Sun Times News Group, Chicago, IL

Medical Products Sales Organization of the Year
Fusion Sales Partners, Baltimore, MD

Pharmaceutical Sales Organization of the Year
AstraZeneca, LP, Wilmington, DE
Endo Pharmaceuticals, Chadds Ford, PA

Real Estate Sales Organization of the Year
CoStar Group, Bethesda, MD

Service Sales Organization of the Year
American Hospice, Jacksonville, FL
CoStar Group, Bethesda, MD
Marriott International, Washington, DC
Point-Euro Malaysia Sdn Bhd, Kuala Lumpur, Malaysia
PostcardMania, Clearwater, FL
Trane, Piscataway, NJ
United States Postal Service, Washington, DC

Software Sales Organization of the Year
i-flex solutions inc., Mumbai, India & New York, NY
Maximizer Software, Vancouver, BC, Canada
TeleVox Software, Inc., Mobile, AL
ZoomInfo, Waltham, MA

Telecommunications Sales Organization of the Year
Airlink Mobile, Hiawatha, IA
ATX Communications, King of Prussia, PA
PAETEC Communications, Rochester, NY

Timeshare Sales Organization of the Year
Marriott Vacation Club International, Orlando, FL
Sundance Vacations, Wilkes Barre, PA

Transportation Sales Organization of the Year
Total Quality Logistics, Inc., Cincinnati, OH

Honorary Stevie Awards
• Selling Power Award for Sales Innovation presented to GE Healthcare
• HR Chally Award for Excellence in University Based Professional Sales Education to The University Sales Center Alliance
• Selling Power Award for Lifetime Achievement in Sales Training to Linda Richardson, Founder and Executive Chairman of the Board of Richardson
• Selling Power Award for Lifetime Sales Leadership to Bill McDermott, President and CEO,
SAP Americas
- Selling Power Award for Pioneering Sales Workstyle Management to Landslide Technologies, Inc.
- Careerbuilder.com Award to Karen Hoffman, Sprint Nextel