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| **Global Women Activate Leaders Programme 2019**  **Indicator Scholarship Application Form** |
| INDICATOR A New Zealand company dedicated to helping companies and individuals to navigate the complexities of sales and sales leadership. Indicator is providing two partial scholarships to women sales leaders for the Auckland Global Women Activate Leaders Programme 2019 valued at $2500.00 each. These will support the increased diversity and representation of women in sales leadership roles in New Zealand.  <http://indicator.co.nz/about>  Thank you for applying for the Activate Leaders Programme 2019 Indicator Scholarship. Please complete the following form outlining your rationale for wanting to be on the programme. Please include a brief written reference letter from your manager or someone who can provide some insight into your leadership strengths and development needs.  We have two partial scholarships available to women who are emerging sales leaders valued at $2,500.00 per scholarship and they cover programme fees only - Applicants or their organisations agree to cover the remaining programme fee of $2,500.00 + GST |
| CALL FOR APPLICATIONS: Applications open 4:00pm Wednesday 17 April 2019 and close at 4:00pm on Monday 13 May 2019. COMPLETED FORMS MUST BE SENT TO AND RECEIVED BY: 4:00PM, MONDAY 13 MAY 2019.Amy Keremete, Programme Manager – Leadership Development, Global Women[amy.keremete@globalwomen.org.nz](mailto:amy.keremete@globalwomen.org.nz) |
| SCHOLARSHIP CRITERIA:  1. She is an emerging sales leader within an organisation who leads a team 2. She is a sales manager with 3 or more staff and a sales budget 3. She is an owners or leader of a small to medium sized business responsible for sales team and budget 4. She is a valuable employee, recognised by her organisation as a high-potential individual. 5. She is motivated to be an effective leader and succeed in her career. 6. She may actively contribute to her community/iwi 7. She is able to challenge peers, yet also empathises with and supports them. 8. She is intellectually curious and willing to step outside her comfort zone. 9. She is interested in supporting women perform at their best. 10. She must be a citizen or permanent resident of New Zealand. |

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| SCHOLARSHIP INFORMATION:The scholarship covers partial programme fees including all programme costs, course materials, catering & graduation.The scholarship DOES NOT COVER travel and accommodatiom or any other associated costs for you to attend the programme.The scholarship is for the Global Women Activate Leaders Programme 2019 in Auckland onlyThe scholarship recipients will also receive the following:A three month membership to the Indicator Sales Syndicate upon graduation from the Activate ProgrammeMeet and greet with the CEO and team at IndicatorThe scholarship recipients will be required to write an article or be interviewed by Indicator/Global Women about their experience on the Activate programme.To be eligible for this scholarship you must be able to attend all workshops and the graduation eveningin Auckland. AUCKLAND(Workshops 30 May, 27 June, 8 August, 5 September – Graduation 17 October) |

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| CONTACT DETAILS  |  |  | | --- | --- | | Business Landline: Click here to enter text. | Mobile: Click here to enter text. | | Business Email: Click here to enter text. | Personal Email: Click here to enter text. | | Postal address: Click here to enter text. | | | PA Name: Click here to enter text. | PA Email: Click here to enter text. | | PA DDI: Click here to enter text. | PA Mobile: Click here to enter text. | |
| BILLING CONTACT DETAILS  |  |  | | --- | --- | | Full Name: Click here to enter text. | Billing Contact Number: Click here to enter text. | | Position Name: Click here to enter text. | Billing Contact Email: Click here to enter text. | | Company/Organisation: Click here to enter text. | | | Postal Address: Click here to enter text. | |  ORGANISATION INFORMATION  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | | Company/Organisation Name: Click here to enter text. | | | | | | | | Position/title: Click here to enter text. | | | | | | | | Length of Employment: Click here to enter text. | | | | | | | | Please tick which best describes your organisation: | | | | | | | | Commercial | | | Iwi | | Academic Institution | | | Government Agency | | | Not For Profit/Community | | Other: Click here to enter text. | | | Current Industry(s): | Click here to enter text. | | | | | | | Product/Services: | Click here to enter text. | | | |  | | | # direct reports: | | Click here to enter text. | | Total # employees: | | Click here to enter text. | | | Sales Budget | | Yes/No | |  | |  | | |
| EMPLOYMENT HISTORY  |  |  |  | | --- | --- | --- | | Name of Company | Title/Responsibility | From (m/y) – To (m/y) | | Click here to enter text. | Click here to enter text. | Click here to enter text. | | Click here to enter text. | Click here to enter text. | Click here to enter text. | | Click here to enter text. | Click here to enter text. | Click here to enter text. | | Out of all the roles above, which has been the most significant and why? | | | | Click here to enter text. | | |  EDUCATION HISTORY  |  |  |  | | --- | --- | --- | | Qualification | Academic Institution | Year | | Click here to enter text. | Click here to enter text. | Click here to enter text. | | Click here to enter text. | Click here to enter text. | Click here to enter text. | | If you’d like, please elaborate with comments: | | | | Click here to enter text. | | |  ACTIVITIES/LEADERSHIP HISTORY  |  |  | | --- | --- | | Vocational/Professional | Click here to enter text. | | Community Interests | Click here to enter text. | | Extracurricular | Click here to enter text. | | If you’d like, please elaborate with comments: | | | Click here to enter text. | | |  | | |
| PERSONAL INSIGHTS  1. Please describe your current responsibilities, including your level in the organisation. 2. Click here to enter text. 3. Please describe your professional and personal goals within the next 1-3 years ( family/whanau, relationships, career, contribution, leisure time, income)   Click here to enter text.  What would you hope to gain and learn from the Activate programme?   1. Click here to enter text. 2. How will your participation on the Global Women Activate Leaders Programme benefit you as a sales leader, your organisation/company or community?   Click here to enter text.  What do you believe you can contribute and offer to other participants in this programme (e.g. skills, expertise, perspectives, cultural)?  Click here to enter text. |
| REFEREE INFORMATION Please include a brief written reference letter from your manager or referee who can provide some insight into your leadership strengths and development needs. Team  |  |  | | --- | --- | | REFEREE CONTACT DETAILS | | | Full Name: Click here to enter text. | | | Position: Click here to enter text. | Company/ Organisation Name: Click here to enter text. | | Postal Address: Click here to enter text. | | | Phone: Click here to enter text. | E-mail: Click here to enter text. |  I certify that all the information and accompanying material provided in connection with this application is genuine, true and accurate. SIGNATURE OF APPLICANT:  DATE: I certify that all the information and accompanying material provided in connection with this application is genuine, true and accurate. SIGNATURE OF REFEREE:  DATE: |