

ESMA Award Information



Elite Sales & Marketing Awards Gala Dinner April 27, 2026

Each year, BNSME hosts the **Elite Sales & Marketing Awards (ESMA) Gala**, an event that allows Western New York companies the opportunity to publicly recognize the achievements of local sales and marketing professionals. This award is given to individuals who have excelled in representing their companies in the sales and marketing arena.

At the same time, we honor an Executive of the Year, an individual recognized for outstanding achievements and contributions to his or her company and community.

The ESMA nominee can be:

a dedicated employee of the sales and/or marketing department

OR

an individual who plays an important role in the organization's sales and marketing goals, which in turn adds to the success of the company.

The nominee must meet at least two of the following criteria:

- Sales/marketing experience and exceeds performance set forth by your organization's goals.
- Continuous career advancement within your organization.
- Involvement and contribution toward a professional trade organization.
- Involvement and contribution toward a community/civic organization.

See registration form for more details

PROFESSIONAL DEVELOPMENT • RELATIONSHIP BUILDING

ESMA Award Registration Form



Elite Sales & Marketing Award Registration

Each entry fee includes:

- Public recognition of company and award recipient in *Business First*.
- Attendance at awards dinner for award recipient and one guest, plus your company representative and one guest (4 total).
- Personalized professional award and photo.

We are pleased to sponsor (#) _____ company award recipient(s) (multiple entries allowed).
Enclosed is our check for _____, \$595 for each company award recipient.

Additional dinner tickets are \$100 each, or upgrade to a table of 8 and receive:

- Table of eight with signage.
- Recognition in slide presentation at gala.
- Recognition in gala program and from the podium.

We would like to order # ____ tickets (if reserving full table, reserve under _____).

Our check is enclosed _____

Please send invoice _____

To honor your associate, the following items are required by March 31, 2026, (electronic form):

- Publicity photo of award recipient – high resolution jpeg.
- Company logo – high resolution jpeg.
- A written explanation of why the award recipient was selected (100 words or less).
- An interesting personal comment about the award recipient for use in the presentation (hobby, special interest, civic contribution, etc.).
- Photos of the award recipient to include in our slide presentation at the event.

CONTACT NAME _____

TITLE _____

NAME OF EMSA AWARD RECIPIENT _____

COMPANY _____

ADDRESS (C/S/Z) _____

PHONE _____

EMAIL _____

BUSINESS TYPE _____

Please mail this form to: P.O. Box 1185, Orchard Park, NY 14127
or email your nominees to bnsme@bnsme.org.

For more information, contact Jeanne Hellert, 716-662-2279

AWARD RECIPIENT INFORMATION IS DUE BY MARCH 31, 2026

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