

# Official Entry Form: International Business of the Year

STOCKPORT  
BUSINESS  
AWARDS

Celebrating business  
excellence in 2018



The International Business of the Year will go to a company which can demonstrate a good strategy in developing and sustaining international trading capability. The winner will need to show how operating internationally has had a positive impact on the success of the business. Any business based within Stockport engaged in export, import, outward or inward investment, regardless of industry sector, is eligible for this award.

## Your Details:

Business Name:	<input type="text"/>
Contact Name:	<input type="text"/>
Position in Business/Job Title:	<input type="text"/>
Name of Person Completing this Document:	<input type="text"/>
Business Address:	<input type="text"/>
Postcode:	<input type="text"/>
Telephone Number:	<input type="text"/>
Email Address:	<input type="text"/>
Website Address:	<input type="text"/>
Date Trading Commenced:	<input type="text"/>
Other Supporting links <small>(eg.YouTube channel)</small>	<input type="text"/>

## Tell us about you:

Please explain in no more than 300 words what it is your business does?

*(TIP: Assume you are speaking to a layman, who knows nothing about your business or sector)*

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# Financial Information:

## Historic Trading UK Please provide figures from the last 3 years

Financial Year	2015	2016	2017
Turnover			
Profit			
Staff			
No. Offices			

## Future Projections UK Please provide forecast figures for the next 3 years

Financial Year	2018	2019	2020
Turnover			
Profit			
Staff			
No. Offices			

## Historic Trading International

Please provide figures from the last 3 years

Financial Year	2015	2016	2017
Turnover			
Profit			
Staff			
No. Offices			

## Future Projections International

Please provide forecast figures for the next 3 years

Financial Year	2018	2019	2020
Turnover			
Profit			
Staff			
No. Offices			

### Explain how the business has grown over previous years?

*(TIP: Remember this is the financial section, use figures to show growth of your business)*

### What has been the strategy so far and what are the expected changes?

*(TIP: Think financially)*

*Please feel free to attach any additional charts or graphs to support this section.*



# Your Employees

## In a maximum of 300 words explain what the business does to attract, retain and develop it's staff?

*(TIP: Think about the culture of the business, training and how you motivate and progress your staff)*

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## Your Customers

**In a maximum of 200 words describe who your customers are:**

*(TIP: Think about type of business, size and sectors who use your service or buy your products)*

**In a maximum of 200 words explain what makes your business stand out from the competition?**

*(TIP: Think about what makes you different )*

**In a maximum of 200 words explain how your business attracts & retains customers?**

*(TIP: Explain your marketing strategy and use of social media)*

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**In a maximum of 200 words please describe what excellent customer service means to your business:**

*(TIP: Think about what you do to provide excellent service to your customers)*

## Tell us more about your business

**In a maximum of 200 words explain your business's CSR policy if you have one?**

*(TIP: Think about what you do within the community and any charity fundraising your business does)*

**In a maximum of 200 words explain any challenges your business has had to overcome?**

*(TIP: Is your business future-proof? Has any new legislation affected your business? What does Brexit mean for you? Has competition affected your business? What hurdles have you had to get over?)*

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**In a maximum of 300 words please outline what you are doing now with regards to international trading**

*(TIP: Talk about where you are trading, how many offices do you have, how many staff in each office etc)*

**In a maximum of 300 words explain what your company has planned for the future**

*(TIP: Talk about how you will continue to support international trading and how this could potentially develop eg: new locations, new offices etc)*

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**In a maximum of 300 words please outline any specific achievements, successes or events from the last 12 months:**

*(TIP: Think about what has worked well, what have you achieved?)*

**In a maximum of 300 words please explain why you deserve to win this award:**

*(TIP: This is your last chance to sell your business, why is your business worthy of winning, feel free to add any links to websites or campaigns that you are proud of)*

**Please email your completed application form to [laurafrost@clarkenicklin.co.uk](mailto:laurafrost@clarkenicklin.co.uk). You will receive a confirmation of receipt. If you do not receive a confirmation please contact Laura Frost on 0161 495 4700. The deadline for entries is 5pm on Friday 1st June 2018.**

**Entry terms can be found at [www.stockportbusinessawards.co.uk](http://www.stockportbusinessawards.co.uk) by entering or agreeing to participate in the Stockport Business Awards, all entrants agree to these terms.**

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