

INTO Awards – GRC 2016

Top Enrolment Performance – INTO SGUL

Head of Recruitment Tanja Lederer and Medical Programs Recruitment Managers Shannon Smith and Andrew Stephens were called up for this award due to having exceeded their NSE Sales Target for August-Nov 15- the latter two of whom are based in North America (Medical Programs Recruitment Manager).

Simon had to leave and the award really is for the centre, although he, too, has clocked up the air miles recruiting for SGUL! Helen videoed it for him on her iphone

Recognition of top level of commitment - Most Valued Player

This award went to Sophie Turnbull, Head of Recruitment INTO London World Education Centre. Regional colleagues and central IUP function heads were asked to vote, outlining reasons for the nomination. Sophie received the highest number of votes and feedback from the judges included:

- Solutions oriented
- 'Fastest in the West'
- Fast and thoughtful responses
- Very professional and knowledgeable
- Volunteers often to support colleagues and often provides info on other centres
- Early adopter of Salesforce
- Good MRR feedback

Other winners were:

- **Top Recruiter:** Taiwan Office
- **Over and Above the Call of Duty:** June Chai
- **Road Warrior Award:** Chelsea Feyerherm
- **Over and Above the Call of Duty:**-Simon Iley. He has done a fantastic job keeping the team focused and updated despite a difficult year for UK recruitment.
- **Top Recruiter:** Chris Liu. He has done a fantastic job in the face of staff shortages.
- **Top Recruiter:** Diwakar Chandiok
- **Over and Above the Call of Duty:** Tariq Malik
- **Over and Above the Call of Duty:** Steph Stretton
- **Top Recruiter:** Kristina Kushnirova
- **Hitting the ground running award:** David Matthews for the speed with which he's brought on board a major Indonesian sponsor following his start with INTO on 1st July 2015. David has demonstrated speed, tenacity and the willingness to do whatever is necessary to maximise INTO's enrolments from this project. And has managed to do so without – yet – incurring a divorce, despite the female agent phoning him at all hours of day or night.
- **Over and Above the Call of Duty:** Jacquie Serr.

- **INTO's biggest agent:** Enrolment Services team (Andrew Dacre to pick up the award on behalf of the team)
- Innovation: Matt Collins for the Development and execution of one day turnaround.
- **Enrolment performance for AugNov15 v AugNov14. AE and Academic NSEs only:** MEASA
- **Most promising new recruit who has consistently shown an outstanding attitude and who has demonstrated excellent recruitment performance:** Angelica Ward
- **INTOite of the Year** - the person who has lived and breathed the INTO Values better than anyone this year: Dr Lihua Yao.