



## blueStar scoops prestigious vendor award

blueStar Business Solutions CEO Joanne Collinson has scooped the much coveted Greentree Salesperson of the Year 2011 Award. Like all businesses blueStar was affected by the economic conditions of 2010 but when the Queensland floods manifested these too took their toll. Not only was the blueStar office partially under water but several of blueStar's customers took a hit. It's fair to say that in the light of these unforeseen challenges Joanne's achievement in winning the award is all the more meaningful.

It could be argued that the Top Salesperson award is all about personal recognition, not so for Joanne "The recognition is great but it's all about our customers" she said. "We've stood by our customers and even made our new ones happy, which is very rewarding" she added.

During the 'glitzy' ceremony Greentree's high profile CEO Peter Dickinson iterated that competition for the award was frenzied "the standard was absolutely higher than ever before" he said. Looks like blueStar have set the bar high for the Greentree channel as well as other competing vendor partners.

blueStar continue to evolve in their markets, not just in Queensland but also NT, Northern NSW and offshore. "We're starting to consistently make bigger sales" said Joanne. "Our customers make a commitment to us as well as us to them" said Joanne. "They appreciate and benefit from our culture of total commitment" she concluded.



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