

SALES PRO™

SALES POTENTIAL PROFILE



The **Sales Pro™** identifies the individual's fit to sales positions ranging from service based selling to competitive selling and has been used in a wide variety of sales cultures including high tech, automotive sales, financial services and many others.

The **Sales Pro™** will help your organization:

- Build a top performing sales culture
- Improve the retention of your sales professionals
- Match sales professionals to sales managers
- Develop a customized recruiting and selection process
- Attract and find high quality candidates
- Integrated your process with our Web 2.0 Talent Management System

The **Sales Pro™** is used to select, develop and retain sales professionals involved in a sales process that requires building a long term client relationship. The **Sales Pro™** provides sales management with a prediction of potential, interview questions, training requirements and coaching suggestions.

SELFMANAGEMENT
GROUP

SELECT | DEVELOP | RETAIN | TOP PERFORMERS



Selection & Performance

In an increasingly competitive business world more and more successful sales organizations have adopted the **Sales Pro™** to identify and select the candidates most likely to perform at a high level in a relationship sales environment. The **Sales Pro™** provides an assessment of the candidate's potential to be proactive in sales and relationship management. It provides an assessment of the candidate's self-management potential relative to other candidates being considered and the existing sales people. **Sales Pro™** also measures the individual's achievement motivation, the need for challenge and/or money versus the need for relationships or safety and security. It measures dependence versus independence and the need for structure in the sales role.



Retention

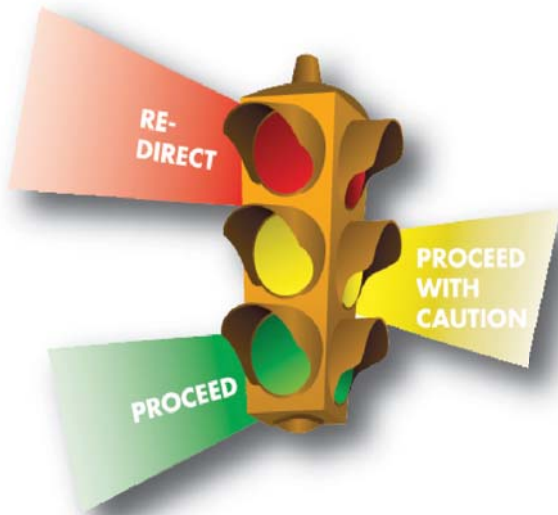
Once a candidate has been selected, the **Sales Pro™** provides invaluable information to the key retention issues; fit to the manager and to the environment.

Training and Coaching

Provides insights based on the individual's strengths and characteristics into the best training and coaching strategies in key areas such as the individual's closing style, people orientation, self confidence, need for feedback, need for structure or independence.

Performance

Sales Pro™ also identifies self confidence, prospecting orientation, ability to manage rejection and commitment to a sales career.



For a free demo and complimentary consultation contact:

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