

Profiles Sales Assessment™

Profiles Sales Assessment™ is an effective tool for building and developing a top-notch professional sales organization. This comprehensive assessment is used for selecting, training, and coaching salespeople who become more productive and successful in order to achieve their sales goals. Using **Profiles Sales Assessment™** gives sales managers the power to lead and focus on the specific needs of each salesperson and strengthen their sales organizations.

Purpose:	Select & Retain high performance salespeople
Measures:	Key qualities that make successful salespeople <ul style="list-style-type: none">• 20 Performance Indicators• 7 Critical Sales Behaviors
Time To Take:	Less than 1 hour No administrator or proctoring required
Customizable:	Develops high performance models to build Job Match Patterns by: <ul style="list-style-type: none">• Company• Sales Position• Manager• Geography
Used For:	Selection & Hiring Management Promotion Fit / Succession Planning Analyzing Training Needs
Reports:	Selection Report Management Report Multi-job Match Report Individual Sales Profile Report Candidate Matching Report Job Profile Summary Report Job Summary Graph
Validation Studies:	1999, 2000, 2001, 2003, 2005, 2006, 2007, 2008
Administration:	Internet and/or Paper/Pencil
Scoring:	Internet