

Profiles Sales Assessment™



Profiles Sales Assessment™ is an effective tool to recruit, select, and develop a high performance profile sales organization. This comprehensive assessment is used for selecting, training, and coaching salespeople to become more productive and successful. Using Profiles Sales Assessment™ gives sales managers the power to lead and focus on the specific needs of each salesperson.

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 60 minutes No administrator or proctoring required
CUSTOMIZABLE	Develops Peak Sales Performance Models by: <ul style="list-style-type: none"> • Company • Sales Position • Manager • Geography
USED FOR	<ul style="list-style-type: none"> • Selection & Hiring • Management • Promotion Fit / Succession Planning
REPORTS	<ul style="list-style-type: none"> • Performance Model Comparison • Interview Guides • Strategic Workforce Planning • Candidate Matching • Individual Profile • Comparison Summary • Summary Graph • Individual Graph
VALIDATION STUDIES	1999, 2000, 2001, 2003, 2005, 2006, 2007, 2008, 2010
ADMINISTRATION	Internet or Paper/Pencil
SCORING	Internet